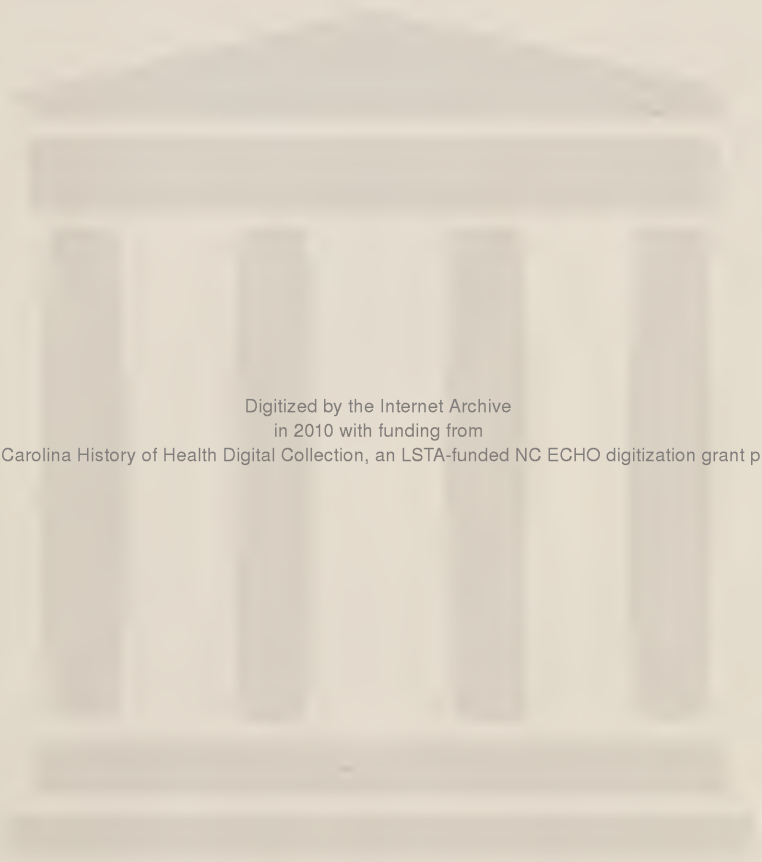
UNC-CH HEALTH SCIENCES LIBRARY
H00353627Q

Pharmacy

The Library
of the
Division of Health Affairs
University of North Carolina

SIGILLVM · VNIVERSITAT · CAROL · SEPTENT
LVX
LIBERTAS



Digitized by the Internet Archive
in 2010 with funding from
North Carolina History of Health Digital Collection, an LSTA-funded NC ECHO digitization grant project

http://www.archive.org/details/carolinaj481967nort

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII January, 1967 Number 1

easy does it!
M-73
100 TESTS (APPROX.)
TES-TAPE®
Urine Sugar Analysis Paper
Protect from direct light, excessive moisture, and heat.
Lilly
FOR URINE SUGAR ANALYSIS ONLY
XA7109 AMX
DIRECTIONS — ON BACK
APPROX.
0 0%
+ 1/10%
++ 1/4%
+++ 1/2%
++++ or more 2%
It's also easy to make "extra" sales by suggesting Tes-Tape® to your diabetic customers.
Lilly
Tes-Tape®
(urine sugar analysis paper, Lilly)

Justice Drug Company Salutes the Following for Years Service to the Retail Druggists of this Area:

40 YEARS

C. R. Fields—Shipping Department

20 YEARS

W. P. Brewer—Executive Vice President—Sales

S. T. Forrest—President and General Manager

Mrs. Frances Mitchell—Accounting Department

W. C. Warren—Buyer

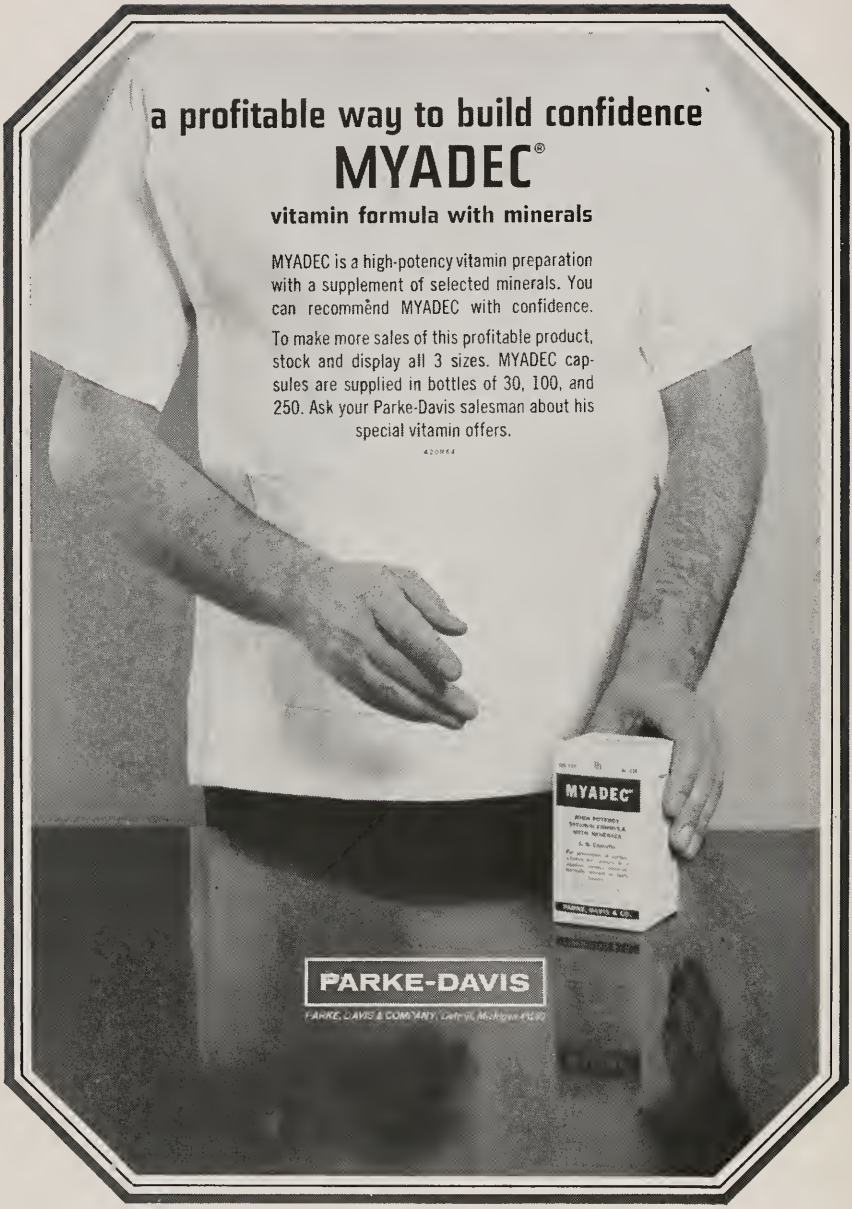
member DSC wholesaler

MEMBER NWA WHOLESALER

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 68th Year of Service to the North Carolina Retail Druggists


a profitable way to build confidence
MYADEC®
vitamin formula with minerals
MYADEC is a high-potency vitamin preparation with a supplement of selected minerals. You can recommend MYADEC with confidence.
To make more sales of this profitable product, stock and display all 3 sizes. MYADEC capsules are supplied in bottles of 30, 100, and 250. Ask your Parke-Davis salesman about his special vitamin offers.
420M44
MYADEC
PARKE-DAVIS
PARKE, DAVIS & COMPANY, Detroit, Michigan 48232

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

January, 1967

VOL. XLVIII No. 1

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

C. D. BLANTON, JR.
Kings Mountain

★

Vice-Presidents

S. D. GRIFFIN, JR.
Burlington

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

★

Secretary-Treasurer Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Pharmaceutical Services Under Medicare 7
Tar Heel Digest 8
Guide to Military Medical Care Program 11
Yes, Insurance is a Problem 17
State Board of Pharmacy 20
Jimson Weeds 21
A Look at the N. C. Welfare Rx Service Program 24
State Welfare Sets $1 Deductible 29
Profile: N. C. Pharm. Research Foundation 30
TMA News Briefs 33
Births—Marriages—Deaths 34
UNC Pharmacy School Notes 36
Doings of the Woman's Auxiliary 37
Pharmacy Through the Ages 38
Convention Plans Underway 39
Classified Advertising 40

ADVERTISERS

Abbott Laboratories 28
B. C. Remedy Company 3
Berryhill Fountain Sales 16
Davenport-Dillard, Inc. 32
Henry B. Gilpin Company 16
Justice Drug Company 1
Grant E. Key, Inc. 14
W. H. King Drug Co. and Associates ..... 4th Cover
Lance, Inc. 27
Eli Lilly & Company ..... 2nd Cover
Menley & James Laboratories 18
McCourt Label Company 31
NCPhA Life (Robert I. Bischoff) 10
Owens, Minor & Bodeker ..... 3rd Cover
Parke, Davis & Company 2
Ramsey Manufacturing Corporation 25
A. H. Robins 12
E. N. Rowell Company 20
Scott Drug Company 4
Seeman Printery 32
Smith Wholesale Drug Company 31
Stanback Company, Ltd. 9

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Secrest Elected President

Vann V. Secrest of Monroe has been elected president of the Monroe-Union County Chamber of Commerce for 1967.

Other achievements and honors which are identified with Mr. Secrest: General manager and treasurer of Secrest Drug Company; treasurer and general manager of Secrest Feed & Seed Company; director of the American Bank & Trust Company; Union County "Man of the Year" in 1964; 1949 champion wheat grower in North Carolina; past president of the N. C. Seedsman Association and the N. C. Crop Improvement Association.

A son, Vann, Jr., is associated with Mr. Secrest in the operation of Secrest Drug Company, Monroe.

Holding III Joins Family Pharmacy

T. E. Holding, Sr. established T. E. Holding & Company in Wake Forest in 1888. Later, Tom Holding, Jr. operated the pharmacy until his death in 1954.

Now Thomas E. Holding III, also a pharmacist, is associated with the pharmacy. Two other pharmacists are on the staff, K. E. Handy and John Thornton.

Speech Topic: LSD

Les Myers, general manager of the Patterson Drug Stores of Winston-Salem, as a guest speaker at a recent meeting of the Credit Women's Breakfast Club, said an LSD "trip" can be pleasant or horrifying, depending on the user.

Taking Over

A feature article (12/9) in *The Raleigh Times* headed "The Ladies Are Taking Over the Drug Business" highlighted the fact Bill Scarboro has three women pharmacists on his staff at Kerr Drug in Raleigh: Jane Caudill, Mary Helen Johnson and June West.

Holmes Drug Completely Remodeled

Remodeling of Statesville's Holmes Drug includes new plumbing, heating and lighting; lowering the ceiling about four feet, moving the entrance forward about five feet, installing a marquee over the entrance, new interior walnut paneling, a new tile floor and plate glass display windows.

The pharmacy, established by Polk Gray and operated for many years by Ralph Holmes, is now owned by two pharmacist brothers, Joe and Jim Miller, both graduates of the UNC School of Pharmacy.

Tom Burgiss Moves to Taylorsville

Effective January 1, Tom Burgiss became associated with Rowe Campbell, Sr. and Jr. and Lewis Ferguson in the operation of Peoples Drug Store and Town and Country Drugs of Taylorsville.

In recent years, Mr. Burgiss managed the Bridge Street Pharmacy, Elkin. He has been active in the religious, business and civic life of Elkin and has served, or is serving, on numerous pharmaceutical committees, boards and agencies.

Cover Page

Youthful visitors to Disneyland are intrigued by a weird array of symbols—part of a new exhibit created by The Upjohn Company to trace the course of pharmaceutical history through the ages. The pharmacist's familiar "Rx" (left), shown in its original form, was a medieval symbol meaning "to take." It inaugurated the use of minerals in medical practice. Other symbols designate earth substances believed to possess curative powers.

See "Pharmacy Through The Ages"—page 38.

Seminar

PHARMACEUTICAL SERVICES UNDER MEDICARE

With Special Emphasis on Institutional and Other Organized Health Services

SPONSORS	*TIME-PLACE*
School of Pharmacy, UNC	UNC School of Pharmacy
N.C. Board of Pharmacy	Tuesday, January 24
N.C. Pharmaceutical Assn.	Wednesday, January 25
N.C. Society of Hospital Pharmacists	Thursday, January 26

PROGRAM

Tuesday, January 24: *PHARMACEUTICAL SERVICES IN HOSPITALS*

What is Medicare?
Ross Porter, Regional Project Director, Division of Medical Care Administration, U. S. Public Health Service
Insure and Certification of Hospitals in North Carolina
William F. Henderson, Executive Secretary, N. C. Medical Care Administration
Legal Implications of Handling Drugs in Hospitals
Dr. George F. Archambault, Pharmacy Consultant to the Medical Care Administration, Bureau of State Services, PHS
Pharmacy Requirements for Institutional Practice
Joseph Oddis, Executive Secretary, American Society of Hospital Pharmacists

Organization and Operation of the Hospital
George Stockbridge, Durham
The Pharmacy and Therapeutics Committee and The Formulary System
Charles King, Director of Pharmacy, Univ. of Alabama Medical Center
Safety Practices in Hospital Pharmacy
E. W. Taylor, Chief Pharmacist, N. C. Memorial Hospital
Plan of Assistance to Develop and Improve Pharmacy Service in N. C. Hospitals
Fred Eckel, Director of the Plan of Assistance
Elements of Pharmacy Service
Dale U. Paoloni, Chief Pharmacist, Cone Memorial Hospital

Wednesday, January 25: *PHARMACEUTICAL SERVICES IN NURSING HOMES*
Licensure of Nursing Homes in North Carolina
Gordon Poole, Chief of the Nursing Home Section, State Board of Health
Certification of Nursing Homes in North Carolina
Kent Phillips, Chief, Health Insurance Benefits Section, State Board of Health
Pharmaceutical Services in the Nursing Home
Don Hinton, MSR, Roche Laboratories
Plan for Pharmacy Service in Nursing Homes
Fred Eckel, Director of the Plan of Assistance
Standards for Pharmaceutical Services in Nursing Homes Under Medicare
Harold Baker, Senior Pharmacist, Division of Medical Care, HEW
Intravenous Fluids and Aseptic Techniques
Dr. Albert Mattocks, Professor, UNC School of Pharmacy
Implementing Pharmacy Service in Nursing Homes:
Harold Koslow, Hunter Kelly, Clarence Lev and Daniel Mulcahey
Pharmacist Contribution to the In-Service Training Program
Harold Stahl, Chief Pharmacist, Watts Hospital

JANUARY 26 PROGRAM ON PAGE 39

REGISTRATION: $30 for 3 DAYS OR $10 PER DAY (INCLUDES LUNCH AND COFFEE BREAKS). SEMINAR OPEN TO ANY INTERESTED PERSON. CALL FRED M. ECKEL, SCHOOL OF PHARMACY, CHAPEL HILL, N. C. TEL. (919) 966-1123 OR THE NCPhA OFFICE (919) 942-3551.

TAR HEEL DIGEST

Bailey—New owner of Etheridge Drug Store is J. R. (Brad) Bartlett, a graduate in Pharmacy of the Medical College of South Carolina. Brad has been employed in Durham (Durham Drug), Asheboro and Wilson (Kerr Drug).

Vass—Winston Burroughs and Charles Cameron have purchased Craig Drug Company from L. B. Craig. The pharmacy was remodeled in 1965.

Salisbury—T. E. Cobb, chief pharmacist at the VA Hospital, was a recent guest speaker at a meeting of the Boyden Science Club. Topic: "Pharmacy and the Common Drugs."

Dunn—Thieves smashed a display window at Thomas Drug Store, entered and removed a large quantity of merchandise and cash amounting to more than $300.

Mount Airy—Pharmacist John E. Mills helped a local physician get together his deer-hunting equipment, gave advice as to best hunting locations, etc. The physician returned with a six-pointer weighing about 200 pounds. John returned empty-handed from his hunting trip.

Burlington—While employees were enjoying a cup of coffee in the rear of Alamance Drug Company, someone made off with $338 cash from a register located near the front entrance to the pharmacy.

Avondale—In a late November break-in at the Adkinson Drug Store, one gallon of Paregoric and 75 hypodermic needles were taken.

Marshville—Among the first "customers" of the newly opened Marshville Drugs was someone unknown who made off with $800 in stolen merchandise and narcotics.

Waynesville—Bob Williams, a graduate in Pharmacy of the Southern College of Pharmacy (Mercer), has joined the pharmacist staff at Smith Drug Store. He comes to Waynesville from the Prescription Shop, Roberta, Georgia.

Rural Hall—Roger H. Sloop has been named president and manager of Warren's Drug Store.

Sanford—A former MSR for Abbott Laboratories has returned to Sanford as an employee of Mann Drug Company—Herbert A. Temple.

Asheville—For continuing efforts to expedite the delivery of emergency drugs, the Dr. T. C. Smith Company received a Public Service Award at a recent annual meeting of the NWDA.

Dallas—Narcotics valued at $400 were taken from Summey's Drug Store in a late November break-in at the pharmacy.

Enfield—Robert E. Scharff has accepted a position as a pharmacist at Harrison Drug Company. He succeeds J. J. Gerlinger.

Fayetteville—J. Gary Newton has been named winner of an SKF "Pharmacy Tip" award (Rx label and receipt typed in one operation).

Jacksonville—Three safes located in New River Pharmacy were ripped open by safe crackers and the contents taken. Checks, small change and money orders amounting to more than $3,000 were left behind by the thieves.

Shelby—Rush Hamrick, Jr. has been elected president of the Shelby Chamber of Commerce. He is president of Kendall Drug Company and vice-president of the Federal Wholesale Drug Association.

Charlotte—More than 80,000 diabetes detection kits were distributed by the pharmacists of Charlotte during a recent 1-week drive.

Lillington—Pharmacist-Mayor W. H. Randall has been elected as director of the Lillington Chamber of Commerce.

Statesville—Mrs. Annie Hinson Holmes, who for the past 35 years has assisted her husband, Ralph T. Holmes, in the operation of the Holmes Drug Store, is a recipient of the Statesville Exchange Club's "Golden Deed Award."

Why is a plastic tube better than a metal tube?

Will not cut
Will not scratch
Will not rust
No sharp edges or seams

Relief for chapped, dry, wind burned lips . . . fever blisters.

39¢

No U. S. tax

Good Housekeeping — IF PRODUCT OR PERFORMANCE DEFECTIVE • REPLACEMENT OR REFUND TO CONSUMER • GUARANTEES

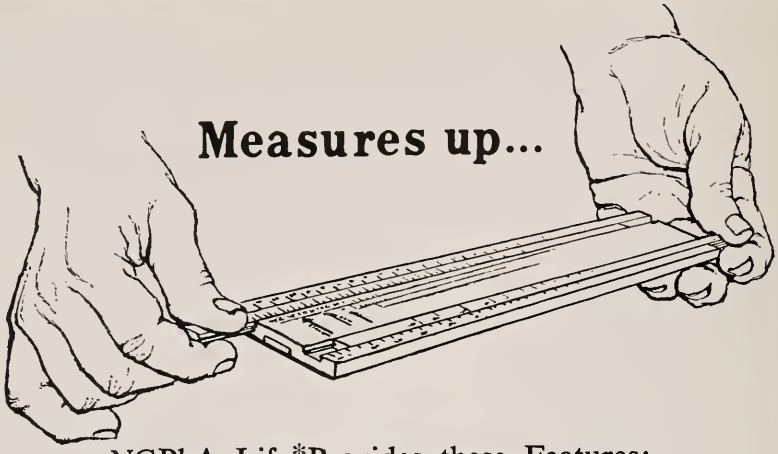
COMMENDED by PARENTS' MAGAZINE AS ADVERTISED THEREIN FOR USE AS DIRECTED

Counter Display
Deal #48
2 displays totaling 48 tubes — pay for 36 (12 tubes free)
49% PROFIT
Your Cost...$ 9.60
Selling Price.$18.72
YOUR PROFIT $9.12

Dump Display
Deal #100
28 free with 72 — 100 tubes in counter display
51% PROFIT
Your Cost ..$19.20
Selling Price.$39.00
YOUR PROFIT $19.80

Window Boxes
Deal #9
12 tubes in individual window boxes packed in display carton
45% PROFIT
Your Cost....$2.56
Selling Price..$4.68
YOUR PROFIT $2.12

Cooperative advertising available. For details write:
STANBACK CO., LTD., SALISBURY, N.C.



Measures up...

NCPhA Life*Provides these Features:

+ $10,000 *low* cost term insurance, *noncancellable,* with as much as *$4,000 more* bought for you by your Association.

+ Your wife may apply for one half of your insurance for *just one third* your premium.

+ *Double* the amount of all insurance becomes payable—*income-tax free*—in the event of death by accidental means.

+ Premiums *waived* if you become totally and permanently disabled before age 60. Premiums on wife's insurance will also be waived.

+ Normally, no medical examination upon applying, and *guaranteed* renewable and convertible without medical examination.

ROBERT I. BISCHOFF, ADMINISTRATOR
2215 CONSTITUTION AVE., N.W.
WASHINGTON, D. C. 20037

*Underwritten by The Minnesota Mutual Life Insurance Co., St. Paul, Minn.

A Guide to Pharmaceutical Services Under...

- THE MILITARY DEPENDENTS' MEDICAL CARE PROGRAM
- RETIRED PERSONNEL OF THE UNIFORMED SERVICES

The Fiscal Administrator for Public Law 89-614 in North Carolina is: Hospital Saving Association, West Franklin Street, Chapel Hill, N. C. (919) 942-4121. K. G. Beeston, Director of Program.

North Carolina pharmacists will receive a $1.75 fee for providing prescription service under terms of this program (see Page 15). No fee for Insulin. Hospital Saving has already issued a number of Outpatient Rx Certificates (ODMC-020), hence program is in operation in North Carolina.

Purpose.

This outline is intended to familiarize those individuals in the pharmaceutical profession who may become involved in furnishing pharmaceutical service to beneficiaries of the Dependents' Medical Care Program.

General.

Public Law 69-614 entitled "The Military Medical Benefits Amendments of 1966" serves to expand health benefits available from civilian sources for dependents of active duty personnel. One of the benefits provided for by these amendments is the payment by the government for a portion of the cost of prescription drugs required on an outpatient basis. For the first time the pharmacist may become involved in the Dependents' Medical Care Program. On 1 October 1966, the authority to defray part of the cost for outpatient prescription drugs for dependents of active duty personnel became effective. On 1 January 1967, the same privilege will be made available to retired personnel of the uniformed services, widows of deceased retired members and their dependents. Heretofore, payment for drugs under the program has been limited to those used on an inpatient basis and those administered by injection by the physician.

Allowable Pharmaceutical Services.

Under provisions of the program, payment for outpatient pharmaceutical services is limited to:

a. Drugs and medicaments obtainable only by written prescription. This refers to those items commonly referred to as legend drugs and which federal law prohibits dispensing without prescription.

b. Insulin.

Who May Participate.

Eligible beneficiaries may have their prescriptions filled at any pharmacy licensed by the state or jurisdiction in which the service is rendered.

Dependent Eligibility.

a. Who is eligible?

The following dependents of personnel in the Army, Navy, Marine Corps, Air Force, Coast Guard, and of commissioned officers in the Public Health Service and the Environmental Science Service Administration, are eligible for civilian medical care under the program when the service member is on active duty pursuant to orders that do NOT specify a period of thirty (30) days or less:

(1) Lawful spouse (if the patient is the husband of a service-woman, he must be dependent upon her for more than one-half of his support).

(2) Unmarried legitimate children (including step-child and legally adopted child) who is:

(a) Under 21.

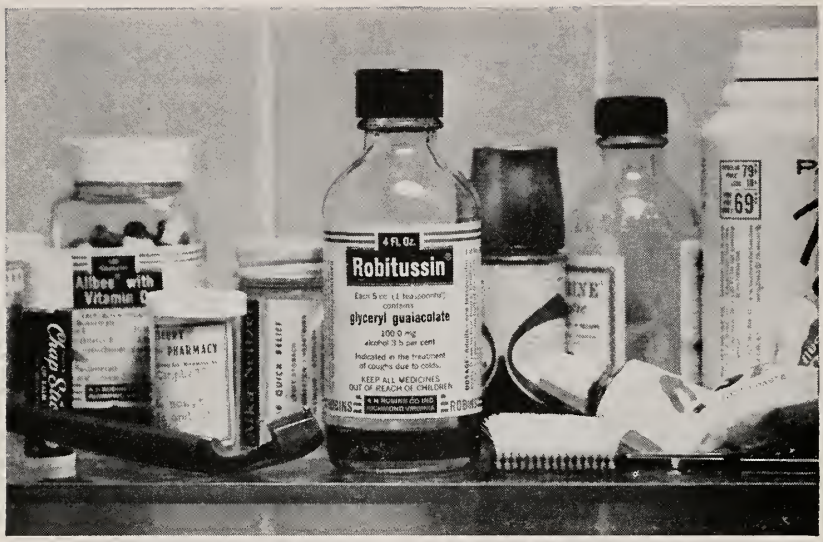
(b) Over 21 and incapable of self-support due to a disabling physical or mental condition which existed prior to age 21, and receiving more than one-half of his support from the service member, or

(c) Under 23 and enrolled fulltime at an accredited institution of higher learning and receiving more than one-half of his support from the service member.

b. How is eligibility determined?

Each eligible dependent 10 years of age

(Continued on page 13)



Somewhere out there are over 4 million almost-empty Robitussin® bottles

Last year the Robitussin family of cough preparations led all others in drug store purchases. And no wonder. Robitussin not only enjoys a growing consumer satisfaction but is backed up by active detailing to the medical profession. ☐ With millions of almost-empty Robitussin bottles sitting in medicine chests, many of your customers will be coming back for full bottles. Be sure you have several dozen on display and plenty of extras in the back to meet the demand. ☐ A. H. Robins Company, Richmond, Virginia.

A·H·ROBINS

Professional products for the pharmacist who *likes* to sell!

MILITARY MEDICAL CARE PROGRAM

and older should have an Identification Card (DD Form 1173). The mother's card is used for a child under 10, unless the child lives apart from the mother or the mother is divorced (thus, not entitled to a card). In such cases, each child should have a card, regardless of age. The pharmacist, prior to accepting the individual under the program, should insure that:

(1) The patient is the dependent pictured and described on card.

(2) Eligibility has not expired (all cards must have an expiration date or they are invalid).

(3) Card shows that dependent is entitled to care from civilian sources.

This card is buff in color, plastic laminated, and has a photograph of the dependent to whom issued.

Patient's Responsibility for Payment.

Regulations governing the furnishing of prescription drugs on an outpatient basis provide that the beneficiary will be responsible for payment of 20% of the cost for pharmaceutical service once he has satisfied a deductible. The deductible in the case of dependents will be $50 per person per fiscal year, or a collective total of $100 per family. The patient will accumulate paid receipts for authorized prescription services which equal or exceed this amount. He will then forward paid receipts to the fiscal administrator responsible for paying claims in the particular state. The patient will be issued a certificate signed by the fiscal administrator attesting to the fact that the deductible has been satisfied. Once the patient has this certificate in his possession, he is required to pay only 20% of the cost of services direct to the source of care. It is to be emphasized that the pharmacist must satisfy himself that the patient for which the prescription is written has satisfied the deductible. This can only be ascertained by actually checking the certificate issued for the beneficiary. No other proof relative to satisfaction of the applicable deductible is acceptable.

Payment to The Pharmacist for Services Rendered.

Payment for drugs authorized on an outpatient prescription basis has been established on the principle of reimbursement to the vendor (pharmacy) by a fiscal administrator. Once the beneficiary has satisfied the applicable deductible and has in his possession the certificate referred to above, he will be responsible for direct payment of the specified percentage of the prescription charge, 20% for active duty dependents, to the source supplying the service. The vendor (pharmacy) will then receive the remaining balance due him by submission of a claim to the designated fiscal administrator in the state concerned. For the purpose of billing the government, an ODMC Form 019 (temp) has been designed and is in the process of being distributed to fiscal administrators. This form will serve as a prescription billing form and will be submitted in one copy only to the fiscal administrator. It will be necessary for the pharmacist to copy the written or telephonic prescription of the physician onto this form. These forms will be submitted to the fiscal administrator by means of the pharmacy's local billing form. The billing form should show date filled, prescription number, and amount due from the government for each prescription, and the amount totaled. Consolidated billing should be submitted on not less than a monthly basis. On receipt of the pharmacist's billing form accompanied by a copy of ODMC Form 019 (temp) for each prescription, the fiscal administrator will issue one check to cover the items submitted. ODMC Forms 019 (temp) will be available through the fiscal administrator for distribution to participating pharmacies. Detailed instructions relative to the requirements for completion of the ODMC Form 019 (temp) will be furnished at the time these forms are provided to the pharmacist. It is anticipated that early in 1967 a permanent prescription form, probably a multi-copy form, will supplant the use of the temporary form. In general, it is contemplated that the information required and the method of handling will be similar to the methods established for the temporary form.

The Basis for Reimbursement by The Government to The Pharmacist.

Reinbursement to the pharmacist will be

(Concluded on page 15)

Brighten your

PROFIT PICTURE

with MODERN "KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers* can plan your store to increase *Sales* and *Profits* for *You!*
2. *Our Skilled Workers* and *Modern Production Facilities* can quickly turn your *Plans into Reality!*
3. The installation is completed by *Factory Trained Experts* with "know-how" to get the job done with *Minimum Inconvenience to You.*
4. Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for *Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

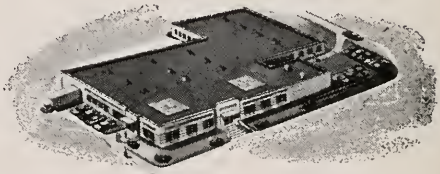
Name.....

Firm Name.....

Street Address.....

City.....

State.....



GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

MILITARY MEDICAL CARE PROGRAM

based on actual acquisition cost of the drug plus a flat professional fee. Pharmacists will be reimbursed by the government in the amount of 80% of the prescription charge with the remaining 20% being the responsibility of the beneficiary. A professional fee has been established for each state. These fees will be furnished to the respective fiscal administrators who will, in turn, disseminate this information to interested parties. In determining professional fees every effort has been made to establish a reasonable fee in consonance with the economic practice of pharmacy in the state concerned. A careful statistical analysis has been made using such indices as 1965 pharmacy operational data, annual average salary of pharmacists by state, average prescription charges by state, and average per capita income for each state. Fees will be reviewed and analyzed on a annual basis, using these same indices as well as the operational experience gained in this program in order to assure their validity. Reimbursement for insulin will be made on the basis of the usual retail charge made to non-program-beneficiaries. No professional fee is allowable for insulin and charges under the program will not be higher than those charged to the general public. Insulin furnished under this program will be billed in the same manner as for legend drugs.

General Principles and Procedures.

The following principles and procedures are established for guidance of the pharmacist:

a. The lowest cost drug consistent with the requirements of the practitioner will be furnished. In this regard, the form provided by this office will provide a method whereby the physician may elect to authorize the pharmacist to furnish a generic equivalent. If the physician so elects, it is incumbent upon the pharmacist, exercising his professional judgment, to furnish the lowest cost equivalent in stock.

b. Except for maintenance drugs such as thyroid, digitalis, etc., amounts prescribed should be in consonance with the amount determined to be sufficient for treatment of the episode of illness. These amounts should not exceed a thirty-day supply. Maintenance drugs should not exceed a ninety-day supply.

c. Telephone prescriptions are authorized. In these instances, the pharmacist will reduce the oral order of the physician to writing on the prescribed form in the same manner as is established for a written prescription.

d. Refills are authorized in accordance with the desire of the prescriber and in conformance with state and federal statutes. The pharmacy will handle refills in the same manner, using the same form, as is required for all other prescriptions.

e. The patient or beneficiary is responsible for completing in full the eligibility information on the reverse side of prescription form ODMC 019 (temp).

f. Payment by the government for pharmaceutical services is not allowable if the prescription is filled after fifteen (15) days from date written.

Program Information.

Questions concerning the operation of the program should be referred to the respective fiscal administrators. In those instances where further information is required, inquiries may be directed to:

Executive Director
Office for Dependents' Medical Care
Office of The Surgeon General
Department of the Army
Denver, Colorado 80240

New Addition for N. C. Mutual

North Carolina Mutual Wholesale Drug Company is adding an 8,000 square foot addition to its building in Durham according to an announcement by Ralph P. Rogers, Jr., manager and treasurer of the firm.

The new addition to N. C. Mutual will increase total space to 45,000 square feet. The wholesale firm employs 43 persons.

Randall Appointed

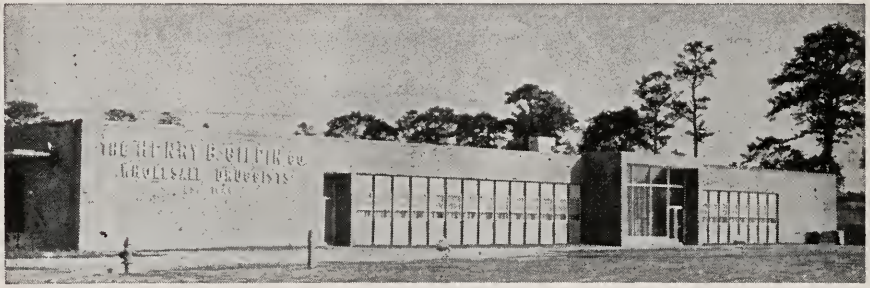
Pharmacist W. H. Randall, mayor of Lillington and member of the State Board of Pharmacy, has been re-appointed to the Nursing Home Advisory Council for another three year term.

The announcement was made by Dr. Jacob Koomen, State Health Director.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

**Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina**

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.

DISTRIBUTORS

**P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.**

WRITE FOR BROCHURE

YES - - -

Insurance is a Problem

By David P. Pickrel, *President*

The American Druggists' Insurance Company

American Building, Cincinnati, Ohio 45202

There is no doubt about it.

It is true that several kinds of your insurance, other than life, health, hopsitalization and retirement are a real problem.

Likely you, along with most of us, have been tempted to kick every insurance agent out of the place and chuck the whole idea. Who needs insurance anyway?

An insurance policy is expensive, hard to read, and almost impossible to fold back into the envelope. One newspaper columnist recently called it a "lot of bafflegab, filled with doubletalk and impenetrable murk." The jokes about the fine print are legion.

However ——!

Don't give up your insurance!

Please do read the policy, even though it be complicated and confusing. Ask your agent to explain it in detail. He will be glad to prepare an outline of your coverage, in writing if you want. Such is a part of his job in serving you.

Your insurance policy is a contract between you and the insurance company. It is possibly your most important business or personal document. Therefore, you must understand it and have a general idea of its terms and provisions.

You must preserve it carefully. Keep it in a safe place, available when needed for reference. Do not keep your store policy at the store, nor your home insurance at home. Keep the policy away from the premises, so that it will not be destroyed if the premises are destroyed.

However, if the policy is lost or destroyed, from whatever cause, do not be dismayed. A copy is available from your agent and from the insurance company. Even when the policy is lost in a fire or other catastrophe, you are still protected and a copy will be provided. Actually, the policy you keep is just for your own information and for reference when needed.

Admittedly, the policy is involved and complicated in composition and arrangement. It has to be to provide you with the coverage desired. Its provisions have been revised and reviewed frequently and every attempt has been made to simplify its arrangement into its most understandable form. Its terms have been construed by the courts over many years to better define what is intended. Whenever any provision is found to be subject to different interpretations, or is ambiguous, the courts will construe it in favor of the policyholder.

Practically every insurance policy contains a "Liberalization Clause" for your protection. This provides that whenever the standard policy or forms are revised to extend the coverage, to improve the wording or to grant additional protection, your policy will also contain these more liberal provisions. This is important to you and valuable, especially when you consider that most policies are written for three years, during which time changes may develop in the standard forms.

Policy forms and terms are standardized for use by practically all insurance companies. This is closely regulated by the various state insurance departments, for the protection of policyholders. You are thus guaranteed that all licensed insurance companies will provide uniform coverage under standard forms. The amounts of coverage and the various kinds of insurance to be provided are not so regulated, so as to permit you to determine for yourself what perils and hazards you wish to insure.

Some coverages, however, are automatically combined in the standard forms so as to be

(Continued on page 19)

You owe it to yourself.

NO._____ Valid only to Feb. 18 19 67

PAY TO THE ORDER OF Myself $ _____

CONTAC SALES INCREASE DOLLARS

BANK ON CONTAC®—Last Chance Deal
Pharmacy's Most Profitable Proprietary

Community Pharmacist

NONNEGOTIABLE

Capitalize on the soaring sales of pharmacy's most profitable proprietary with the "Bank on Contac—Last Chance Deal." But hurry, the deal ends February 18.

Nielsen market audits show the annual growth rate for Contac is 17%—yet most consumers take Contac only during the last few days of a cold. Our massive advertising will help you increase your Contac sales *still* more this year by persuading consumers to take Contac early—and to take it throughout their cold. This sales-expanding idea will be featured in the most powerful advertising campaign for any cold product—50 million selling messages a day—all of them directing customers *to the pharmacy*.

You'll profit most, up to 44%, from the Contac Open End Deal #20-4-2-1 which offers Contac capsules 10's, 20's, 40's, and Contac® Nasal Mist assorted in a ratio conforming to national sales. Once you order the qualifying amount, you can tailor this deal to your pharmacy's sales pattern by adding unlimited quantities of any or all products on the same order, at the same terms.

Order today. The quicker you call your MenJ wholesaler, the sooner you'll be paying yourself your full share of profits from pharmacy's fastest-moving, largest-dollar-volume proprietary.

MENLEY & JAMES LABORATORIES, Phila., Pa. 19101
Proprietary Pharmaceuticals made to Ethical Standards

Yes, Insurance Is A Problem

included without question and at no additional cost. For instance, the standard fire policy, without any endorsements or additions, will automatically cover damage by lightning. The Extended Coverage Endorsement, which is usually added to a fire policy, provides coverage on damage by wind, hail, riot, falling objects, automobiles, smoke and other such hazards. These matters are included in the standard form. Burglary coverage also takes care of the damage done by the burglars in breaking and entering. There are many other examples.

Your insurance policy will set out in detail and in understandable wording what must be done when a loss occurs. This provision is clearly headed and designated so that you may easily locate it and follow its instruction. The principal instruction will always be "to notify the company" as soon as possible. This can be done direct to the company or to an agent of the company. The agent's name and address will appear on the policy. Then the other instruction contained in this provision must be followed. In this you will be assisted by the agent, company and likely by an adjuster. From this point the determination of the amount of loss will go forward with all parties working together.

Every retail storeowner, like most every homeowner, will carry several kinds of insurance. The problem of determining what kinds, how much, where to get it and how to arrange it, is not easily resolved. Here you should call upon professional, expert assistance. You are due such service from any licensed insurance agent who may wish to work with you. This comes to you without obligation and without cost. He is compensated, in most cases, by the insurance company into which he places your coverage. That company will also have seen to his ability and competence. He will have studied diligently and will have passed a state license examination. You can place confidence in him as one who knows his business and who will handle your insurance problems with integrity.

In consultation with this professional insurance agent, you will develop your own ideas of the insurance which you will need to provide you with the protection desired, against the hazards and perils to which you are subject, at a cost which you wish to pay. There are some lines of insurance which are a practical necessity, some lines are pure luxury, some are in a fringe class, nice to have, but not at all mandatory.

All of this can be considered in a meeting with your insurance agent. Each kind of insurance, as well as amounts, arrangements and other details will then be brought to your attention. A discussion of such in this article would be far too lengthy to be worthwhile. Future articles can consider some of these points.

The retail druggist is especially fortunate in having available to him a number of insurance companies, respresented by expert agents, which specialize in drugstore and professional pharmacist insurance. These companies have many years of experience in pharmaceutical insurance matters. The cost of their service is usually well below that of other companies, although cost alone is not nearly as important as is their true usefulness to you in making their knowledge available. The representatives of these druggist companies are often registered pharmacists themselves, or if not, are well trained and experienced in being of assistance to you. Most retail druggists now make use of one or the other of these companies and find real advantage in so doing. You should investigate if you do not now use their services.

There will be future articles on drugstore insurance which will discuss some of the details of the various kinds of coverage. These will cover, among other things, the advantages and disadvantages of the newer package policies on drugstores. Loss adjustments will be reviewed, covering fires, windstorms, riots, burglary and the like, as will other subjects.

One final word—not only does adequate insurance coverage maintain peace of mind, it actually saves the solvency of thousands of pharmacies each year.

Consult with your agent.

"The saddest words of voice or pen after a loss are—

'Not insured—but should have been.'"

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

Starmount Pharmacy, 3312 North Blvd., Raleigh. Walter I. Davis, pharmacist/manager; Walter I. Davis and Leonard Hickman, owners.

Transfer of Ownership

1. Bartlett Pharmacy, Main Street, Bailey. John B. Bartlett, pharmacist/manager and owner. Formerly Bailey Drug Company.

2. Prescription Shoppe, 507 Pollock Street, New Bern. Billy Thomas, pharmacist/manager and owner. Formerly Davis Pharmacy.

3. Glenn & Martin Drug Company, 100 South Center Street, Mount Olive. Willis B. Shaw, pharmacist/manager and partner.

4. Davis Pharmacy, 1201 Waughtown Street, Winston-Salem. James Inabinet, pharmacist/manager and owner.

5. Hooper Drug Store, Main Street, Sylva. Robert D. Kelley, Jr., pharmacist/manager. Robert D. Kelley and James C. Mason, owners.

Limited Service Permit

C. H. Harris Community Hospital, Hospital Road, Sylva.

Reciprocity

1. John C. Cottongim from Kentucky
2. Wendell L. Evans from Georgia
3. Thomas M. Allison from Alabama
4. Alton Paul Gravitte from South Carolina
5. Robert Dale Kelley, Jr. from Alabama

Hospitalized

Thomas J. Ham, Jr., Yanceyville pharmacist and former president of the NCPhA, a patient at Duke Hospital since mid-December, left the hospital on January 13 and he and Mrs. Ham are now staying at a nearby hotel.

Frank Dayvault has returned to Lenoir following several pre-Christmas weeks of hospitalization in a Winston-Salem hospital. Frank is a member of the State Board of Pharmacy.

Join Mann's Leaksville Staff

W. P. Shoemaker, pharmacist-manager of Mann's Drug Store, Meadow Greens Shopping Center, Leaksville, has announced the addition of two pharmacists to his staff: Wendell L. Evans, a 1965 graduate of the School of Pharmacy, University of Georgia, and Clarence E. (Dick) Shelton, Jr., a graduate of the School of Pharmacy, Medical College of South Carolina.

Third Pharmacy to be Opened

Hobart Whaley and John Bullock, operators of Saunders Drug Store and Professional Pharmacy, plan to open a third pharmacy in Wilmington at Doctors Circle and South 16th Street.

The pharmacy will be located in the area of the New Hanover Memorial Hospital.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

JIMSON WEEDS

By JIM HARRISON

When You Do Something for Pharmacy, You Do Something for Yourself

The problem presented by the sale of exempt narcotics is with us yet. But these problems are not insurmountable. The few who violate rules and regulations concerning the sale and recording of sale of these preparations are in the vast minority. The problem this few poses for our self-regulating board is one of not having adequate tools for coping with the problem. Later in this column there will be presented a method of dealing with it and any other like problem requiring action.

It has been suggested that one method of dealing with the problem of violations stemming from the promiscuous sale of exempt preparations, laxity in record keeping and other adjuvant accessories to the fact, would be the moving of the exempt preparations into the "available only on prescription" category.

From this corner it seems this proposed remedy presents more disadvantages than advantages, even though some sections of our country have swirls and eddies of increased sales. The promiscuous sale is not as widespread as one might be led to believe.

One disadvantage of having, say, paregoric, the chief villain in the act, available only on prescription would be the added hardship it would impose on the average family accustomed to use this household remedy from time unremembered. There is also the added expense of procuring the prescription which would raid the household budget to the point where natural resentment would be vented, logically or illogically, on both the pharmacist and the physician. That the pharmacist has learned to cope with this condition would not placate the public, which is an aggregate of many families, and would not add any asset to the image of pharmacy.

This proposed remedy would also take away from the pharmacist one more condition in which he may use the exercise of judgment which is certainly in the field of his competence. With the ever increasing impingement of federal bureaus and agencies affecting the professions and the free enterprise concept, we have left to us too few opportunities to be meaningful advisers to the public in pharmaceutical matters. Let us not sacrifice this particular instrument to the state such a change would mean to us in lessening some of the arduousness of keeping records. We may as well condition ourselves to more and more record keeping as time goes on and the application of socialistic programs increase.

Record keeping of receipts and sales of exempt narcotics can be accomplished by systemizing but not over-systemizing procedures. Here is an example taken from a pharmacy in a medium size town.

In the conventional record book for exempt narcotics and poisons was added a column for entry of such preparations coming into the pharmacy. Receipts were entered as part of the procedure of checking orders against invoices. Entries of sales were entered at time of sale or delivery. Sales were checked weekly, analyzed for undue repetitions, and balances drawn, a procedure never requiring more than twelve minutes. The discrepancy between sales and stock was less than 25 cc in two years and this, a shortage, could be accounted for by natural evaporation or overpouring.

All this in a locale then famous, or infamous, for its previous great volume in paregoric sales and its laxity in record

(Continued on page 22)

keeping. Of course many sales were at first turned down or refused, sales gradually decreased and finally leveled to those naturally justified. Only once was a refusal of sale regretted and that refusal came about because the applicant by his appearance and demeanor predisposed the pharmacist into an error of judgment.

This writer has no available statistics or results of either ameliorated or worsened conditions prevailing in those sections of the country which have adopted and enforced the policy of requiring a prescription for an exempt narcotic. So he can not here present any argument contrary to his opinion on the abjuring of legislative methods of restricting sales.

As for the billowing demands for paregoric, cough preparations containing codeine, or even Dasin capsules, these demands move from one section of the state to another in a seeming pattern. This and sporadic prevalence of teenagers seeking codeine euphoria is a condition marked by the exception rather than the rule. Any attempts to make the teenager the scapegoat or malign him as an epitome of *genus habituus* is grossly unfair. Besides these conditions, transient or otherwise, should pose no problem taxing the pharmacist's judgment calling for decision within the area of his own competence.

As for those few, again a minority, who violate rules and regulations through inadvertence, indifference or intent, there is a much more effective instrument at hand to be used as a corrective measure.

This instrument is the altering or amending of sections in the present pharmacy laws which now render our self regulating pharmacy board impotent in dealing with minor infractions. Too, there are some sections in the present law still limping along under a veneer of obsolescence dating more than half a century. Although couched in language understandable enough it is written in such broad and nonspecific terms as to throttle the board in its efforts of regulation for the welfare of the public and fairness for the practitioner. It is as if the public through its legislators has said, "here is a teaspoon, dig me a well" when it had thought all the time it had proffered a bulldozer.

As it is now, the board is forced into the position of either revoking a license or doing nothing when reviewing those minor violations warranting only the lesser penalty of suspension instead of revocation which would more than likely be overturned upon appeal.

The lack of specificity in the the present law would be overcome by spelling out by lieu or amendment the suspension rather than the revocation of license for those lesser violations. This by no means glosses over the seriousness of promiscuous sales and inadequate records of disposal of exempt narcotics, but it does move within the duty of the board to judge these or any other violations thus spelled out.

It must not be forgotten that pharmacy in our state has chosen wisely to be regulated by its own practitioners. To continue to be so self regulated rather than by political beneficiaries of a "pork barrel" it must continue to be worthy of public trust without which it could not exist in its present form. To allow the pharmacy board to continue to be hampered will be tantamount to our abdicating our position with the public. Moreover, those of us in pharmacy who may oppose any amendments to the existing laws, or those who through lethargy or indifference fail to strive for enactment of these to be desired amendments, are subscribing to an almost certain abrogation of destined rights to regulate our own profession.

Legislation is needed to gain these amendments. The elections are over; the General Assembly is now in its biennium meeting. Several new legislators are sitting. These and the veterans have many issues before them and they simply do not have time to know all about all of them. It is up to us to understand just what it is we want and why we and all their constituents should have it. We are actually doing the Legislators a favor by presenting this particular issue to them because they want to do as good a job as they can for the people they represent and for all the people throughout the state.

Enlist the aid of your customers and your friends in presenting your sincere reasons

for desiring this legislation. Call on your legislator during the weekend after he has rested from his labors of the week. Do not merely criticize, but compliment him when he has done something worthy which you like. Never threaten, it avails naught and even enhances his chances of reelection. If you or your friends have been active in his campaign or his political party, it would be entirely decorous to mention this fact, but do not be all "take" and no "give," he will recognize a phony from here to yon; be sincere.

Draw on your state association, your local or sectional society, your board of pharmacy for any aids and mechanism of action you may need. They will render any help within their means and talents, which is considerable, to smooth your path of action. But do not let them do it all; it depends almost entirely on you.

And do not lose sight of this fact: The state of Pharmacy in any given time and place is the state of the Board of Pharmacy in that time and place.

#3,000,000 Wins TV Set

For presenting Rx #3,000,000 to Kennedy's Drug Store, Gastonia, Alden Lier received a portable television set. Pharmacist Gary Cloninger made the presentation.

Attend NPC Symposium

Dean George P. Hager, H. C. McAllister and W. J. Smith of Chapel Hill attended the 12th annual luncheon of the National Pharmaceutical Council, Washington, D. C., December 1.

The program centered on "Medical Care—The Next Ten Years." Guest speakers included Dr. Philip R. Lee, Dr. Russell B. Roth, Dr. Jules Backman and Rep. John E. Fogarty of Rhode Island.

Claude V. Timberlake, a N. C. pharmacist, now Secretary of the National Pharmaceutical Council, assisted in arranging the program.

A Question of Misunderstanding

A North Carolina pharmacist shares this one with *Journal* readers:

One of his customers—a farmer—was hospitalized for the first time. The attending doctor, on his initial visit to the hospitalized patient, inquired if he had had a stool. "No," was the reply, "I don't have a chair."

"That is not what I had in mind" said the doctor. "Have you had a BM?" "No" said the patient, "they haven't given me any medicine, not even a BC."

Gwin Wins Miles Contest

Charles E. Gwin of Purcell Drug Co., Salisbury, has been awarded an RCA color television set in a nationwide contest sponsored by Miles Laboratories, Inc.

Mr. Gwin was one of 15 grand prize winners in a "Perfect Picture" Sweepstakes, designed to pinpoint the leadership highlights of BACTINE, a first-aid spray.

In addition, 90 Kodak Instamatic "104" cameras were awarded to runner-up entrants and 15 $100 cash prizes were made to Miles Consumer Products and wholesalers' salesmen who service retailers who won the TV sets.

The 105 winners were selected in random drawing conducted by Advertising Distributors of America, Inc.

Approved Home Health Agencies

Alamance County Health Department, Burlington
Brunswick County Health Department, Southport
Buncombe County Board of Health, Asheville
Consolidated, Wilmington
Forsyth County Health Department, Winston-Salem
Gaston County Health Department, Gastonia
Guilford County Health Department, Greensboro
Halifax County Health Department, Halifax
Little Sisters of the Assumption, Charlotte
Randolph County Health Department, Asheboro
Tyrrell County Health Department, Columbia
Wake County Health Department, Raleigh

Most counties in the state are taking steps to be certified as providers of Home Health Services.

Further information may be obtained from: Miss Jane Davies, Nursing Consultant, Home Health Service Section, N. C. State Board of Health, Raleigh, N. C. 27602

A Look At

The North Carolina Welfare Rx Service Program

1. Letter by Dr. John T. Dees to Commissioner Craig. Page 24-25
2. Comments by Pharmacist J. M. Hall, Jr. of Wilmington. Page 26-27
3. Comments by B. Cade Brooks, Fayetteville. Page 29
4. Action taken by the State Board of Public Welfare. Page 29

The Medical Clinic

Burgaw, North Carolina
December 13, 1966

Honorable Clifton Craig, Director
State Board of Public Welfare
Raleigh, North Carolina

Dear Mr. Craig:

I have learned from Mr. W. J. Smith of the discussion you held with him and Senator Henley relative to the Kerr-Mills Drug Program. I would like to comment on this program.

I was a member of the special study committee, chaired by Senator John Jordan of Wake County, which studied the Kerr-Mills Law and made recommendations to the 1963 General Assembly for implementation of this law in North Carolina. This was in the days prior to Medicare. One of the most urgently needed phases of the program, we felt, was the provision for supplying prescription drugs to the medically indigent. As you know, implementation of the program was approved by the General Assembly. It was a new Welfare Program and the cost was extremely difficult to estimate, but we did realize that probably 75% or more of the funds would be from the Federal Government.

Since the enactment of this program I have served on the Advisory Committee to the State Board of Public Welfare, for the Kerr-Mills Drug Program. I serve on this board as a representative of the State Medical Society along with other physicians and pharmacists.

At our recent meeting with you and Mr. Chambers in the Medical Society Offices in Raleigh I stated that this drug program is meeting a prime welfare objective, i.e., providing very essential services to the most needy, as certified by local welfare agencies. I am sure there is no debate about this and feel that you will agree that this service, and this concept, must be continued.

The cost of the drug program, then, is apparently the only area of concern at this time. As you know, much time, effort and investigation went into the final recommendation that "Rx Legend" prescription drugs be authorized and that prescriptions be paid for on the basis of the Red Book cost plus $1.75 professional fee to the pharmacy dispensing the prescription.

Several restrictions such as a ceiling price per month, lower professional fee, a formulary of eligible drugs, use of only generic names by prescribing physicians, a deductible amount to be paid by the patient, and many others have been discussed at length and eventually eliminated—not as a help to the pharmacist or physician—but to meet the prime objective, metioned earlier, of providing very essential services to the most needy.

After hearing testimony of many pharmacists, and utilizing reports of studies of costs for dispensing individual prescriptions, as well as studying the programs already in effect in other states, it was our feeling that the $1.75 professional fee per prescription was both fair and realistic. It is our feeling, and I believe yours too, that the pharmacist is under no obligation to provide professional services free to anyone although they frequently do so by their own choice. We feel that to lower the professional fee

allowance will reduce the number of participating pharmacies significantly. This of course would hurt no one but the Welfare recipient who is in need of medication but unable to pay for it. Such a patient may well end up in the hospital on the Welfare Program at the rate of $22 a day. In fact, I feel very strongly that the drug program is responsible for reducing the hospital load of welfare patients, although this would be difficult to prove because of increased population, number of persons on welfare rolls, etc.

I wish to express to you again, as strongly as I know how, my firm feeling that the drug program for medically indigent patients in all categories should not be tampered with except to strengthen it. It is one of the most justifiable programs you have, and if it is being abused such instances are probably rare.

I suggest that rather than make any changes which would weaken this program you consider the possibility of requesting emergency funds to continue this program until such time as the General Assembly is in position to discuss the program in detail. And I would further suggest that the General Assembly be asked to appropriate enough funds to continue this program in the future.

Yours very truly,
/s/ John T. Dees, M.D., Chairman
Committee Liaison to Pharmacy

Double Honor for Alfred

Alfred N. Martin of Roanoke Rapids was named "Pharmacist of the Year" by the N. C. Pharmaceutical Association in 1966.

In recognition of his outstanding service to Pharmacy in the area included by his sectional pharmaceutical organization—The Northeastern Pharmaceutical Society—the Society, on December 14 at a meeting in Williamston, also named him "Pharmacist of the Year."

Hence, for the first time to our knowledge, a North Carolina pharmacist has been named "Pharmacist of the Year" twice during the same year.

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

Comments by Pharmacist Mike Hall of Wilmington

Dear Sir:

In some cases it is possible pharmacists are abusing the Welfare "Blue Form" program. However, I am convinced 99% of our pharmacists are trying their best to handle this problem honorably. Following are comments on the 7 ideas noted in your monthly letter:

(1) All too frequently the recipient does not have the money for the deduction, and the pharmacist either turns the recipient down or gets stuck for the $3.99 or $5.67 amount he is supposed to collect. In the first event, the recipient fails to get his medication and goes to the hospital for $22 a day in place of $4 or $5 worth of medication. In the second event, the pharmacist pays more than his fair share of contribution to the Welfare Drug Program.

(2) I have not seen too many cases over $20 per month. My average for November, 1966 was about $10. Out of 160 accounts I presented, 13 were over $20. The cases which used over the suggested amount were individuals who were in bad shape—asthmatics and diabetics with sores. Here again we might be gambling a few extra dollars on these 13 cases against several days in hospitals which could result from lack of proper medication.

(3) A formulary of limited drugs is an encroachment on the physician's right to practice medicine as he deems wise, or is grossly discriminating against the manufacturers of drugs which are legitimate but which may not be placed on the approved list.

(4) Making it mandatory to use generic drugs has been debated too many times. I personally come back to the position that research and patent or copyright have been the backbone responsible for the development of effective drugs. I do not want research to stop, nor do I want to go back to the days of sanguinaria, condriodendron tomentosa, physostygma venenosa, etc.

(5) I think the present professional fee is low enough despite the fact some pharmacists do not pick up and deliver prescriptions. I do and find in many cases the recipient is either bedridden, has children who cannot be left alone, etc. I expect by far the greater number of pharmacists do render this service and I hope to continue to do it.

(6) This procedure will result in keeping the doctor's office filled up with Welfare patients wanting refills when a phone call might serve the purpose. My experience with doctors has been that they know enough about their patients to tell me—"No Refill, this party needs to come to see me." Or, else the doctor knows that in many chronic cases the patient should continue the same medication if it acts as it should. Here again, if the patient is out of medicine, or the doctor is miles away, or if the patient has a return engagement with the clinic two weeks after the last dose is taken, we again run the risk of hospitalization at $22 a day against a few dollars worth of Insulin, Digitalis or Isuprel.

(7) Institute other changes to increase the Welfare recipients difficulty in obtaining services is rather like rubbing more dung into a one year old baby because it messed up its diaper. Admitted, there are a few chiselers on Welfare. There are also a few crooked doctors, a few crooked pharmacists and possibly a few crooked Welfare workers, but it seems to me the honest Welfare recipient whom God has not seen fit to endow or wit to provide for himself and his sickly or hungry kids has had just about as many difficulties put on him as he needs . . . like General Custer needing more indians.

I don't mean to sound sarcastic. I know the Welfare program is in trouble but I cannot accept any of the seven suggestions. Surely any one of them might save a few dollars in one category or another, but to my way of thinking, the program is now well adminstered except THE GENERAL ASSEMBLY SHOULD BE ASKED TO PROVIDE EMERGENCY FUNDS AT A VERY EARLY DATE TO PERMIT THE PROGRAM TO BE FUNDED WITHOUT CURTAILMENT OF ANY EXISTING

SERVICES. (It is my understanding the State now has a surplus of better than $150 million dollars).

Some pharmacists who practice in this section of the state do not believe in any kind of Welfare. It so happens that I was raised up with, and have done business in an area which abounds with people who are Welfare recipients through no fault of their own. To some extent we might well be expected to be our brother's keeper.

Cordially yours,
/s/ J. M. Hall, Jr.
Wilmington, N. C.

P.S.—I'll be delighted to try and persuade our State Representatives and Senators to make some funds available.

NOTE: The seven points referred to by Mr. Hall are these:

1. Establish a deductible on all Blue claim forms
2. Establish a monthly dollar maximum, such as Florida's $20.00
3. A limited formulary of drugs
4. Limit program to generic drugs
5. Reduce professional fee
6. Dispense Rxs only on the original signed Rx (no telephone authorizations)
7. Make it extremely difficult for Welfare recipient to obtain the necessary authorization for Rx service

Purchasing Power of Paycheck Is Shrinking

An annual income of $13,234 for a family man with two children today is equal in purchasing power to an income of $5,000 in 1939, according to a recent National Industrial Conference Board report.

The reason: inflation and increased Federal Income and Social Security taxes.

In 1939, the $10,000 a year man had $9,731 to spend after taxes. His counterpart today must earn $27,288 to match the 1939 buying power, according to the NICB report. Inflation has cut $12,787 from his purchasing power and Federal Income and Social Security taxes have taken another $4,770.

Other comparisons shown in the report are:

$ 1,500	in	1939—	$ 3,673	today
$ 3,000	in	1939—	$ 7,784	today
$ 25,000	in	1939—	$ 76,416	today
$ 50,000	in	1939—	$158,807	today
$100,000	in	1939—	$307,734	today

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

The sweetener with a patent on good taste

Made to taste more like sugar than any other no-calorie sweetener.

®Sucaryl—Abbott brand of low- and non-caloric sweeteners.

ABBOTT

610349

State Welfare Board Sets $1 Deductible on Welfare Rxs

Effective February 1, 1967

The State Board of Public Welfare, meeting in Raleigh on December 29, 1966, voted to change the State Welfare Rx Program:

Effective February 1, 1967, Welfare recipients will be expected to pay the first dollar of each authorized prescription dispensed under terms of the Welfare Rx Working Agreement with pharmacists of the State.

The new plan was chosen over several alternatives for meeting the drug program's financial crisis. The board rejected such alternatives as limiting payments for Welfare prescriptions for which the ingredients cost more than $1.50 or reducing the professional fee paid to pharmacists for dispensing Welfare prescriptions.

The Board acted after Commissioner Craig reported the drug program was running far above estimates—$4,250,000 had been allocated for the July 1, 1966-June 30, 1967 period. Billing for the July 1, 1966 thru November 30, 1966 was above $3,000,000.

Prior to the December 29 meeting of the State Board of Public Welfare, the N. C. Pharmaceutical Association did this:

1. Senator Henley and Secretary Smith discussed the program in detail with Commissioner Craig.
2. The NCPhA membership was asked for suggestions. More than fifty letters (some to appear in the Jan. issue of The Carolina Journal of Pharmacy) were received and turned over to Mr. Russell Chambers, Director of Welfare's Medical Division.
3. The NCPhA arranged with various pharmacists to discuss the program in detail with their hometown member of the State Board of Public Welfare prior to the December 29 meeting.
4. Dr. John T. Dees, Chairman of the Medical Society's Committee Liaison to Pharmacy, forwarded a 2-page letter to Commissioner Craig in support of the current program (letter will appear in January *Journal*).

The NCPhA's position, based on meeting of the combined Committee on Public Health and Welfare (7 pharmacists and 7 physicians), recommended that present program continue without change until July 1, 1967. In meantime, work thru General Assembly (meets Feb. 8, 1967) for needed funds to operate program for two years, beginning July 1, 1967.

The official announcement will come directly from the State Board of Public Welfare prior to the change date of February 1, 1967. In the meantime, pharmacists may find it helpful to inform Welfare recipients that beginning Feb. 1, 1967, the recipient will be expected to pay the first dollar of each Welfare prescription dispensed.

Comments by B. Cade Brooks, Fayetteville

I believe three factors have influenced the increase in dollars being spent on K-M Drug Program:

(1) When check stubs advertised to these people that they could get their prescriptions free my invoices to Welfare increased by about 50%.

(2) When the $10 limit per prescription was removed, larger quantities of medication was prescribed. Some of these total $30 or more at cost.

(3) Failure thus to limit medication to a 30 day supply. Many prescriptions for 100 or 200 tablets with daily dosage of one or two tablets are being received.

Please note that none of the above reasons can be attributed to the pharmacists.

Suggestions:

(1) Establish a fee (25c-50c) per prescription to be paid by recipient. Reason: Many of these recipients were having Rxs filled prior to K-M and were paying for them. Also, a small payment would lessen the amount paid by K-M and deter the filling of

(Concluded on Page 40)

The North Carolina Pharmaceutical Research Foundation

A Profile

The N.C.P.R.F. is one of the most important resources of the School of Pharmacy at the University of North Carolina.

A number of essential resources are provided by the State: modern facilities, excellent faculty, maintenance and expense budgets. The N.C.P.R.F., however, is a resource provided by the pharmacists of North Carolina and by the companies that are intimately involved in North Carolina Pharmacy and have, therefore, a significant interest in the School of Pharmacy.

With these resources, as they are further developed and put to work, the School of Pharmacy at UNC can, and will quickly, become a center of excellence for pharmaceutical education, research and service (and a fourth mission should now be added: pharmaceutical social responsibility*). The budget provided to the School each year by the N.C.P.R.F. ($31,228 in 1966) is one of the School's most important resources for outstanding performance in *all* of these areas.

THE FACULTY OF THE SCHOOL BENEFITS

- from faculty professional grants
- analytical services
- summer research support
- publication of manuscripts
- faculty incentive award

THE STUDENTS BENEFIT

- from scholarships (undergraduate students
- fellowships (graduate students)
- summer tuition grants
- special pamphlets, books, etc.
- special library materials
- expenses to national meetings

THE SCHOOL AND ITS PROGRAMS BENEFIT

- from institutional memberships (e.g., N. C. Academy of Science)
- recruitment materials
- classroom and laboratory equipment
- visual aids
- et cetera

The *nature* of the dollars provided by the N.C.P.R.F., as well as their number, is a great asset to the School. Most of the School's funds are strictly committed. The N.C.P.R.F. funds can be used with a controlled flexibility, for example, to satisfy emergency needs not foreseen and, therefore, not budgeted. Much time and energy—properly employed elsewhere—must be dissipated in efforts to satisfy needs of this kind through channels outside of the N.C.P.R.F. (even when only a few dollars are involved).

The N.C.P.R.F. funds are unique in other respects. For example, they can be used to support new programs in teaching, research

*"A medical center can assume a meaningful role in the community only if it complements the triad of 'education, research and service' with a fourth charge—that of medical social responsibility," J. L. Dennis, *American Journal of Public Health*, Vol. 56, No. 8, page 1214. "Pharmaceutical" can be substituted for "medical" in this statement in defining the situation for the School of Pharmacy.

THE ANNUAL FUND RAISING DRIVE OF THE NORTH CAROLINA PHARMACEUTICAL RESEARCH FOUNDATION IS UNDERWAY IN THE STATE. THIS NCPRF PROFILE WAS WRITTEN AND DISTRIBUTED BY THE FOUNDATION'S SECRETARY, DR. GEORGE P. HAGER.

AT A PRE-DRIVE DINNER HELD IN GREENSBORO PRIOR TO CHRISTMAS, MORE THAN $1000 WAS CONTRIBUTED TO NCPRF. IN ADDITION TO HOSTING THE DINNER, JUSTICE DRUG COMPANY CONTRIBUTED $500 TO NCPRF.

and service in the early stages when the time is right and while the opportunity is greatest. It is probably true that 75% of research in academic institutions is supported by the Federal Government. The N.C.P.R.F., however, makes it possible to initiate research studies without the time lag and the encumbrances that are involved in Federal support.

As a prospective contributor, you and your company will be interested in the contributions that have been made in the past. The following are *averages* for the past five years, 1961-'62 to 1965-'66.

Total annual contribution by individuals	$ 3,750
Total contributions by Companies	$ 6,038
Total contributions	$ 9,788

As a prospective contributor, you and your company will also be interested in the goals for 1966-'67 (calculated as the five-year average + 10%)

Total contributions by individuals	$ 4,125
Total contributions by companies	$ 6,630
Total contributions	$10,755

If you and your company make a contribution, and if the other companies now being solicited will do the same, the above "goal" will be *far* exceeded. Obviously, the "goal" will enable the School to "hold-the-line." Funds in excess of the "goal," however, will expedite and augment the implementation of new programs and the expansion of others in accordance with today's growing needs of the profession and the industry.

The Directors of the Foundation and the Faculty of the School earnestly hope that you and your company *will share* their vision of contributions that exceed the "goal"—perhaps, double it—and the many significant benefits that would result

for the School of Pharmacy
for the Profession of Pharmacy
and for all who share the

desire that this School of Pharmacy be a *center of excellence* in pharmaceutical education, pharmaceutical research, pharmaceutial service and pharmaceutical social responsibility.

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE SINCE 1906
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

For eighty-one years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-seventh volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY

PRESIDENT: Tom Sanders, Raleigh
VICE-PRESIDENT: Hugh Sconyers, Charlotte
SECY.-TREAS. J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

W. H. (Red) Worley, Jr. of Hickory has been named TMA Entertainment Chairman for the 1967 Annual Convention of the NCPhA and Affiliated Auxiliaries. Headquarters for the meeting (May 7-8-9) will be at the Robert E. Lee Hotel, Winston-Salem.

A meeting of the officers and the board of governors of the TMA will be held in February to discuss the convention entertainment and other matters.

* * * *

J. Floyd Goodrich, Secretary-Treasurer of the TMA, was hospitalized in Durham immediately prior to Christmas but improvement in his condition permitted Floyd to return home on December 24. Mr. and Mrs. Goodrich plan a 30 day visit to Florida in early 1967.

* * * *

Roy C. Muse (Syntex Laboratories) of Charlotte has completed a training course in Palo Alto, California.

* * * *

The A. H. Robins Company of Richmond has acquired Swinson Food Products (peanut products and snack foods) of Charlotte.

* * * *

A million dollar suit against a Houston, Texas drug firm (Savage Laboratories) has been filed in Greensboro on behalf of a 7-year-old Wilkes County girl. The suit claims the girl was suffering from pneumonia in 1962 and her physician prescribed Pyralgin, which it is alleged caused acranulocytosis.

* * * *

The cadets of Carolina Military Academy of Laurinburg heard a talk by Horace Flanigan (SKF, MSR) on "Drug Uses & Abuses" at a recent assembly meeting.

* * * *

Dr. Philip Handler, Chairman of the Biochemistry Department at Duke University, has been elected to the board of directors of E. R. Squibb & Sons, Inc.

* * * *

Smithfield Rotarians heard guest speaker William R. Crump, Jr. (SKF, MSR) recommend that the general public should support all federal drug laws which are safeguards to public health.

* * * *

Misuse of drugs is as old as the drug industry itself, O. F. Tarr (SKF, MSR) told members of the Canton Civitan Club at a recent meeting.

* * * *

C. C. Ross (Pfizer MSR) was guest speaker at a recent meeting of the Hawfields Civitan Club near Mebane, North Carolina. Topic: "Pharmaceutical Research—Its Performance and its Promise for the Future."

* * * *

The Newton-Conover Rotary Club heard an address by A. L. Moir (Eli Lilly MSR). The speaker discussed research and drug costs.

A daughter, Ashley Elizabeth, was born October 25 to **Mr. and Mrs. Omnie Grabs, Jr.** of King. Mr. Grabs, who is an alumnus of UNC School of Pharmacy (class of 1963), operates Stokes Pharmacy of King.

Mr. and Mrs. Thomas M. Yost of Albemarle are announcing the birth of a son, Steven Vernon, November 9, 1966. Mr. Yost, member of UNC's 1959 class, is with Phillips Drug Company.

Mr. and Mrs. Sam Goodwin are announcing the birth of a son, Samuel Stephen, Jr., November 14th. Mr. Goodwin, UNC class of 1961, is co-owner of Marshville Drugs, Marshville, N. C.

A son, Richard Wesley, was born November 22nd to **Mr. and Mrs. Wesley Dockery. Mr. Dockery,** UNC class of 1960, is with Forest Heights Pharmacy of Statesville.

Mr. and Mrs. Larry Baber are announcing the birth of a daughter, Carol Ann, on November 28. The Babers are living in Hendersonville where Mr. Baber is with Freeze Drug Store. He was a member of the 1966 graduating class of UNC School of Pharmacy.

Mr. and Mrs. Robert L. Hood are announcing the adoption of a daughter whom they have named Tay Rett Buie Hood. The Hoods live at Pine Hill where Mr. Hood recently opened a new pharmacy. Mr. Hood is an alumnus of the UNC School of Pharmacy.

MARRIAGES

Rufus Lynwood Daughtry, 1961 graduate of UNC School of Pharmacy, and Miss Sandra Earlene Lewis of Greensboro were married December 10th in the Ebenezer Lutheran Church of that city. Mr. Daughtry is pharmacist with Bell Drug Company of Beaufort.

Dr. William Russell Griffin, Jr., a lieutenant in the Navy, and Miss Betty Jean Absher of West Jefferson were married November 19th. Dr. Griffin is a graduate of UNC School of Pharmacy and of Bowman Gray School of Medicine. He completed his internship at the US Naval Hospital at Jacksonville, Florida and has been officer-in-charge of Pole Station, Antarctica, for the past year. He will be on the staff of the US Naval Hospital at Camp LeJeune. His parents, Pharmacist and Mrs. W. R. Griffin, live at Knightdale.

Richard Veston Heath and Miss Nellie Faye Parker were married December 4th at Queen Street Methodist Church of Kinston. Mr. Heath, alumnus of UNC School of Pharmacy, is manager and pharmacist of the Snow Hill Pharmacy.

DEATHS

J. U. LOFTIN

James U. Loftin, 78, Albemarle pharmacist, died November 17 following six years of declining health.

Licensed as a pharmacist in 1909, Mr. Loftin established Loftin's Drug Store in Albemarle in 1924.

W. MOSS SALLEY, SR.

W. Moss Salley, Sr., 77, well known Asheville pharmacist, died in Asheville on November 24 of a heart attack.

Mr. Salley was a graduate in pharmacy of the Medical College of South Carolina, in 1909. He received his N. C. pharmacist license in 1910, and following several years of employment in Statesville, moved to Asheville where he was in active practice of pharmacy for more than fifty years.

At the time or his death, Mr. Salley and his son, Moss, Jr., a former member of the State Board of Pharmacy, were operating three Asheville pharmacies with a fourth professional operation slated to open soon.

Mr. Salley was closely identified with the professional, business and religious life of Asheville and Buncombe County. He affiliated with the NCPhA in 1933 and was active in organized pharmacy for many years at

the local and state level. He headed the Asheville Drug Club at one time and over the years was one of its most loyal supporters.

In 1949, Jim Harrison concluded a sketch about Mr. Salley: "A gentleman unafraid, a credit to the profession of pharmacy."

C. A. SWANEY

Charles Arthur Swaney, 62, Winston-Salem pharmacist, died in Forsyth Memorial Hospital on December 3.

A native of Randleman, Mr. Swaney moved to Winston-Salem in 1931 and in 1934 opened Swaney's Drug Store on Lexington Road. In the mid-30s three Swaney drug stores were in operation in Winston-Salem.

CHARLES DEYTON

Charles Deyton, 25, formerly of Burnsville, was killed on December 1 when his car smashed into a tree on a Charlotte boulevard.

For a number of years Mr. Deyton was enrolled in the UNC School of Pharmacy at Chapel Hill.

E. L. PEARCE

Ennis Lee (Buddy) Pearce, 53, owner and manager of Thompson Pharmacy, Rocky Mount, died October 22.

MARION HAMER

Marion Nims Hamer, 53, former Lenoir and Hickory pharmacist, died in Hughesville, Maryland on December 13.

A graduate of the UNC School of Pharmacy, Mr. Hamer served in the Air Force during WW II. Prior to moving to Waldorf, Maryland, where he operated a pharmacy, Mr. Hamer was employed by Lenoir Drug Company, Lenoir, and Lutz Drug Store, Hickory.

Link Brothers Pharmacy, Reidsville, North Carolina, recently filled their millionth scription. In recognition of this outstanding community health service, Eli Lilly and pany presented them with a crude drug apothecary jar award.
Pictured above are (left to right): J. W. Watts, Lilly sales representative, Hunter mon, R.Ph., A. B. Gilliam, R.Ph., and F. Phil Link, R.Ph., and owner of Link Brothers rmacy.

UNC PHARMACY SCHOOL NOTES

Mr. Fred M. Eckel, who recently joined the staff as instructor in hospital pharmacy, has been busily engaged since his arrival. He presented a paper "What Residents Expect From a Residency Program" at the *Second Special Conference on Hospital Pharmacy Residency Training* conducted by the American Society of Hospital Pharmacies in Columbus, Ohio, October 12-14. He gave two papers at the seminar on *Pharmaceutical Services for Nursing Homes and Small Hospitals* in Birmingham, Alabama, October 17-19, 1966; the titles were "Sources and Methods of Providing Pharmaceutical Service" and "Drug Distribution and Control Systems." He was a participant in the conference on *Pharmaceutical Services in the Nursing Home Under Medicare* in Minneapolis, Minnesota on November 11 and discussed the "Elements of Effective Pharmaceutical Service." Mr. Eckel was a speaker at a special conference on *Pharmaceutical Services in Nursing Homes and Small Hospitals* at University, Mississippi on November 15-17. His talk was "Drug Distribution Systems for Nursing Homes and Small Hospitals." At the first annual *Clinical Midyear Meeting* of the American Society of Hospital Pharmacists in Washington, D. C., November 27-30 he was a panel member on "Pharmaceutical Service in Smaller Hospitals and Extended Care Facilities." Mr. Eckel addressed the North Carolina Association of Nursing Homes on December 14 in Raleigh.

Dr. Fred Snyder, research scientist at Oak Ridge Institute of Nuclear Studies, Oak Ridge, Tennessee has been appointed to the editorial board of the *Journal of Lipid Research*. Dr. Snyder has been a member of the Medical Division's scientific staff since 1958 and is also an Adjunct Professor of Medicinal Chemistry at the UNC School of Pharmacy. Since 1950 Dr. Snyder and his staff have been conducting research concerned with the use of radioactive drugs in the diagnosis and treatment of various diseases.

Dean Hager addressed the pharmacists of Greensboro and surrounding communities at a dinner meeting on November 30 sponsored by the Justice Drug Company. He discussed the North Carolina Pharmaceutical Research Foundation—Its Gains and Its Goals.

On December 1 Dean Hager along with Mr. W. J. Smith and Mr. H. C. McAllister attended the National Pharmaceutical Council Symposium in Washington, D. C. Medical care during the next ten years was discussed.

Dean Hager attended a meeting of the Advisory Committee of the Drug Literature Program of the National Library of Medicine in Bethesda, Maryland on December 7.

Mr. Tom Boone, former president of the North Carolina Pharmaceutical Association, spoke to the pharmacy students on December 5. He discussed "Professional Pharmacy" and showed slides of his new pharmaceutical center in Ahoskie.

Greensboro Drug Club

Seventy-six members of The Greensboro Drug Club and their wives attended the December 15 meeting of the organization.

The meeting was held at the Showboat Dinner Theatre near Greensboro where the party enjoyed a dinner and play, "Any Wednesday."

DOINGS

OF THE AUXILIARIES

- Asheville—Mrs. R. C. Sisk
- High Point—Mrs. E. R. Anderson, Jr.
- Rowan-Davie—Mrs. Denham Holshouser

Asheville

November

The November meeting of the WNC Auxiliary was held at the home of Mrs. R. C. Sisk. Mrs. Herbert Laidlaw was co-hostess. During the business session it was voted to a contribution to the Irene Wortham Day Care Center.

December

The December meeting was held at Buck's Restaurant, with Mrs. Philip Crouch and Mrs. Hayes Hall as hostesses.

Mrs. Crouch read the late Peter Marshall's "Let's Keep Christmas." Plans were made to take Christmas gifts to patients at a local nursing home on the following Tuesday.

Door prizes were awarded to Mrs. Gerald F. Stone, a guest, and to Mrs. George Bryan.

High Point

Mrs. James L. Creech, president of the N. C. Pharmaceutical Association Woman's Auxiliary, was a special guest at the Christmas Open House of the High Point Auxiliary which was held at the home of Mrs. Hubert Coffee of Thomasville, December 15th.

Mrs. Coffee and Mrs. Creech greeted members and guests from Thomasville, Asheboro, and High Point.

Holiday refreshments were served from a table decorated with gold and green braid, ribbon, and candles. Mrs. E. R. Anderson poured punch.

The entire home was decorated in the holiday motif which included the traditional Christmas tree. A focal point was the fruit arrangement tied with gold velvet ribbons on the entrance staircase.

Rowan-Davie

November

Mrs. Sam Childs entertained members of the Rowan-Davie Drug Auxiliary with an art demonstration at their November meeting which was held at the Salisbury Country Club. Mrs. Childs talked informally as she painted on gesso-treated board with oils. She explained her technique and interpretation as she painted.

Mrs. Robert Brunson presided and welcomed the four visitors present. Mrs. Robert Hoyle led devotions; Mrs. Robert Hall won the door prize.

December

Members of the Rowan-Davie group met for a Christmas luncheon at the Salisbury Country Club for their December meeting. Mrs. Rudolph Gregory and Mrs. Edward Poe presented a program on "Christmas in Sacred Music and Christmas in Folk Music."

A visitor, Mrs. J. P. Holland, was welcomed. Mrs. George Albright led the devotions on the theme of Christmas. Hostesses were Mrs. Robert Brunson, Mrs. C. H. Sanders, and Mrs. D. A. Thompson.

Mrs. Grabs Honored

Mrs. Omnie Grabs, Jr. of King was honored recently by being chosen as an outstanding Young Woman of America. In addition to caring for her pharmacist husband and four lively children, she finds time for many church and community activities.

In her church she is a choir member, Sunday School teacher, secretary-treasurer of the Women's Fellowship, Bible Leader of a night circle, and editor of the Church Newsletter.

In the community she is a member of the PTA and grounds committee; member of the American Legion Auxiliary, serving as the girls' state chairman; member of the NCPhA Auxiliary, serving two years on the Liaison Committee, and on the Hospitality Committee. While at Chapel Hill as a student wife, she served as President of the Pharmacy Wives Organization. She is a registered nurse—and a member of City Memorial Hospital Alumni Association.

Pharmacy Through the Ages

While pharmaceuticals today are a booming business, a single apothecary in the Sung Dynasty of China—3,000 years ago—sold $1,000 worth of drugs a day!

For more than 20,000 years, men have been using plants, roots and herbs for healing. This year's visitor to Disneyland can travel back through the years for a close-up look at medical progress from nostrums and hexes to neomycin and hydrocortisone. The mythical journey is made possible by a dramatic display arranged by The Upjohn Company in conjunction with its Disneyland drugstore, an apothecary shop redolent of the late 19th century.

The ancients' knowledge about the curative powers of certain plants didn't prevent the *Shaman* (physician, magician, priest, statesman and troubador of ages past) from also using fetishes, amulets and talismans as "cures." The Upjohn display, for example, includes symbolic figurines which were placed in the hands of primitive idols to "cure" illness 2,000 years ago.

Drawings and paintings in the exhibit illustrate statuaries and symbols of physical phenomena which were regarded as infallible cure-alls by ancient man in Western Europe, Egypt, Mesopotamia and South America.

The Egyptians knew of at least one-third of all the medical substances known today—from opium to gentian to castor oil. However, they ignored their specific uses and collected drugs merely as a child collects toys.

The Disneyland display views the birth of "modern" medicine through the eyes of Hippocrates, the Greek physician who originated the oath still taken by today's doctors.

In Roman times, patients were charged whatever they could be persuaded to pay by physicians who made drugs from secret formulas. On the other hand, a hospital in 12th-century Baghdad fed and treated all patients without charge. Moreover, Dr. Felix Marti-Ibanez says in his book "The Epic of Medicine" that these patients, when discharged, were often provided with money so that they didn't have to go to work immediately!

Tenth century Moslems established the

first apothecary shops. Adorned with blue-tiled fountains, these establishments became centers for gossip, exchange of alchemic lore, and horoscope readings. Art lovers will tell you that Arabian pharmacies contributed to aesthetics through their exquisite ceramic jars and bottles. Many of the weird potions concocted by Arabian alchemists and experimenters in Spain are shown in Upjohn's Disneyland display.

The display devotes much space to European medicine in the Middle Ages and the Renaissance—a transitional period, when man transferred the blame for his ills from demons to religious figures. Also, he began to attribute cures for some illnesses to beneficial plants and minerals instead of votive figures.

Ever wonder where the pharmacist's familiar sign "Rx" comes from? It's a medieval symbol meaining "to take," and inaugurated the use of minerals in medical practice. Numerous other medical symbols are illustrated, designating earth substances believed to possess curative powers.

The Upjohn display gives due credit to the immense contributions to medicine made by such medieval and Renaissance figures as Leonardo da Vinci, Paracelsus, Andreas Vesalius and Ambroise Pare.

But weird remedies continued into the 17th century and beyond. The "First London Pharmacopeia," and "official" book issued in 1618, described about 1,900 remedies. These included worms, dried vipers, fox's lungs, oil of ants and wolves. The second edition listed the moss from the skull of a victim of violent death as having

(Concluded on page 40)

Convention Chairmen Appointed

James A. Way, Jr.

Mrs. James A. Way, Jr.

Planning for the 1967 annual meeting of the NCPhA and Affiliated Auxiliaries got underway in late 1966 with the appointed of three key Convention Chairmen:

James A. Way, Jr., a pharmacist associate with Wade A. Gilliam in the operation of Summit Street Pharmacy, Winston-Salem, will handle local convention arrangements.

Mrs. Way, active in the local auxiliary (Apothecary Club) and the state auxiliary, will be in charge of the ladies entertainment events.

The TMA has appointed W. H. (Red) Worley, Jr. of Hickory to be TMA Entertainment Chairman for the 1967 Convention. Mr. Worley is a well known sales representative for The Dr. T. C. Smith Company of Asheville.

Headquarters for the Convention will be at the Robert E. Lee Hotel, Winston-Salem, May 7-8-9. Room reservation cards will be mailed in late January.

Thursday, January 26: *PHARMACEUTICAL SERVICES IN COMMUNITY HEALTH PROGRAMS*

What is a Home Health Agency?
Miss Atha Howell, Director of Nurses, Guilford County Board of Health
Regulations and Certification of Home Health Agencies in North Carolina
Miss Jane Davies, Nursing Consultant, Home Health Service Section of the State Board of Health
Role of a Pharmacy Consultant to Health Departments
Roger Sloop, Chairman, Forsyth County Board of Health
Home Health Aids and Convalescent Aids
John Alexander, Davol Rubber Company
Providing Home Health Aids
George McLarty, Jr., High Point Pharmacist
Drug Information Reference Sources
Ronald Kupla of the UNC Pharmacy Staff
The Medication Error Problem
Charles Berry, Supervisor of Pharmacists, Ohio State University Hospitals
Incompatibilities of Drugs Used to Treat Geriatric Patients
Dr. Louis Harris, Associate Professor of Pharmacology, UNC

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

AVAILABLE—An attractive opportunity for an aggressive pharmacist. Salary, hours and fringe benefits above average. Complete details from the NCPhA Office, Box 151, Chapel Hill, N. C. 27514

FOR SALE—Use fixtures in excellent condition. Call or write the NCPhA for additional information.

Youngblood Elected

Thomas W. Youngblood, manager of Eckerd's Drug Store, Raleigh, has been elected a director of the Raleigh Merchants Bureau. He will serve a 2-year term.

Free Bags from M & J

The CONTAC Rx Bag—1967 version—is now available free to retail pharmacists for use during the cold season.

Over 42-million of the bags have been used by RPhs in the last three years.

The bags can be obtained from Menley & James Laboratories district sales managers during the "Bank on CONTAC Last Chance Deals" which end February 18.

COMMENTS BY B. CADE BROOKS

(Continued from page 29)

many Rxs that might not really be necessary.

(2) Establish a maximum per prescription such as the old $10 maximum. Reason: Prescriptions dispensed without change have a tendency to be written for larger quantities than normal.

(3) Limit amount of medication dispensed on a prescription to a 30 day supply. Reason: Authorization is for one month only. Why permit 3 or 4 months medication dispensed during one month's authorization?

(4) Educate physicians to prescribe maintenance drugs in 30 day quantities. Reason: To eliminate more than one professional fee for the same drug during a one month period.

(5) Conduct a survey of rest homes to ascertain that Welfare recipients are receiving all medication prescribed for a certain recipient and not being used as a source of supply for the entire rest home.

(6) Make no change in professional fee. Reason: My markup on K-M prescriptions for past four months has averaged about 38%, 2% less than average. K-M Rxs are about 25% more trouble to fill due to the telephone calls, record keeping, etc., than our regular prescriptions.

PHARMACY THROUGH THE AGES

(Continued from page 38)

efficacious uses. The third in 1677 offered something called *acqua vitae Hibernorium sive usquebaugh*—none other than good old Irish whiskey! Even as late as 1820, the first official ointment listed in the U. S. Pharmacopeia had lard as its chief ingredient.

During the Age of Enlightenment, the successful London practitioner's office fee was generally a guinea, two guineas for a house-call, a half guinea for a prescription written in the coffeehouse without seeing the patient. So great was this century's faith in drugs that a large medicine spoon was a common item in the bride's trousseau.

The first drugstore in the U. S. was founded in Philadelphia in 1729 by an Irish immigrant, Christopher Marshall. For a hundred years, the Marshall Apothecary was an important drug-manufacturing concern and training school for apprentice pharmacists. During the American Revolution, the store was an important supply depot for the Continental Army.

Marshall's had little in common with the modern drugstore. As the Upjohn display demonstrates, a scientific revolution was needed to convert alchemy into chemistry and the craft of medicine to the science of healing.

The Disneyland exhibit's primary message: The first world-wide pooling of pharmaceutical knowledge led directly to development of today's wonder drugs.

Are you using an old accounts receivable system or one that is not up to date?

We would like to discuss with you our plan for keeping your receivables, it's called

TIP TOP*

- HANDLES ACCOUNTS RECEIVABLE
- INDICATES AND RECORDS TAX DEDUCTIBLE PURCHASES
- ACCUMULATES SALES TAX ON EACH CONSUMER STATEMENT AND TOTALS MONTHLY SALES TAX FOR STORE
- PROVIDES PROOF OF PURCHASE FOR MEDICAL INSURANCE PROGRAMS
- INSURES ON TIME BILLING
- ADDS SERVICE CHARGE ON PAST DUE ACCOUNTS (OPTIONAL)
- SIMPLIFIES RECORD KEEPING ON WELFARE ACCOUNTS (OPTIONAL)
- NO EQUIPMENT TO BUY OR LEASE
- CONSUMER CONCENTRATES PURCHASES WHERE MEDICAL EXPENSE RECORDS ARE KEPT. FROM ACTUAL EXPERIENCE IN STORE WHERE **TIP TOP** HAS BEEN INSTALLED EVERY STORE INCREASED CHARGE BUSINESS FROM 8% TO 32%, AND MOST STORES CUT RECEIVABLES AS MUCH AS 5% TO 15%.

***Tax Information Plan** **Total Owed Purchases**

WE ARE A *Lilly* DISTRIBUTOR

To help you **OWENS,** *obtain* **MINOR &** *more* **BODEKER** *business & profits*

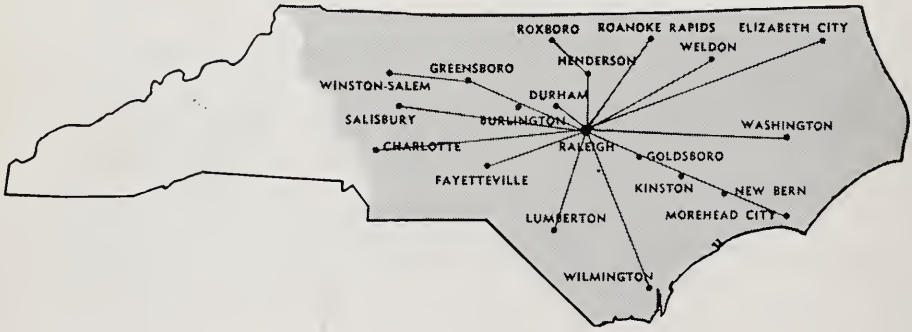
1010 HERRING DRIVE • WILSON, N. C.

King's . . . .

YOUR ONE STOP SERVICE WHOLESALER.

Avoid—"Out of Stock—Loss of Sales"—Send your orders for pharmaceuticals, biologicals, patents, toiletries, sundries and photographic supplies to KING.

Overnight Delivery Everywhere—We Serve:



"Service Is Our Most Important Product"

The W. H. King Drug Company

"The House of Friendly and Dependable Service"
Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

BELLAMY DRUG COMPANY
WILMINGTON, N. C.

KING DRUG COMPANY
FLORENCE, S. C.

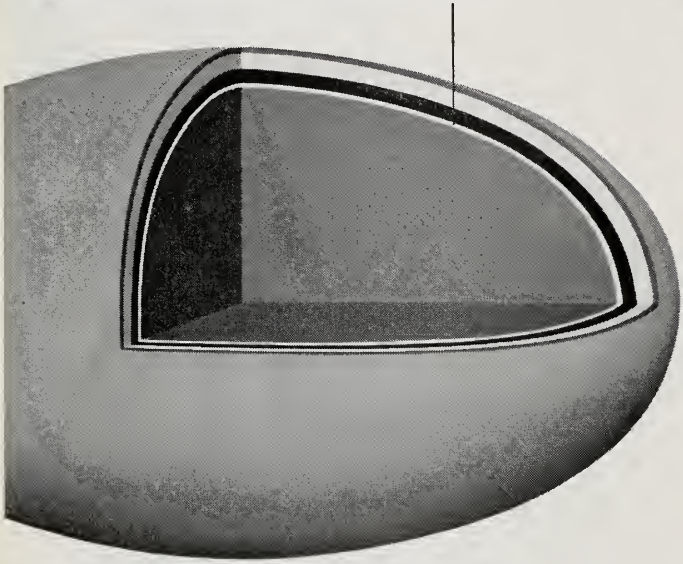
PEABODY DRUG COMPANY
DURHAM, N. C.

The Carolina JOURNAL OF PHARMACY

Volume XLVIII February, 1967 Number 2

FEB 15 1967

Here's where we draw the line



Between the inner core of ten vitamins and a layer of nine minerals in Mi-Cebrin T is a polymeric barrier. The barrier prevents potency-destroying interactions between the vitamins and the minerals. It's the kind of feature your customers can appreciate.

Why not mention it to them?

Mi-Cebrin T®

Vitamin-Minerals Therapeutic

Lilly

601232

Eli Lilly and Company, Indianapolis, Indiana 46206

IN MEMORIAM

THOMAS SKINNER SIMPSON
1880-1967

MR. SIMPSON, RETIRED SALES REPRESENTATIVE FOR JUSTICE DRUG COMPANY, PASSED AWAY JANUARY 7, 1967, IN WINSTON-SALEM. HE SERVED THE RETAIL DRUG TRADE IN NORTH CAROLINA FROM 1908 UNTIL HIS RETIREMENT IN 1954.

member DSC wholesaler

MEMBER NWDA WHOLESALER

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 68th Year of Service to the North Carolina Retail Druggists

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

February, 1967

VOL. XLVIII No. 2

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

C. D. BLANTON, JR.
Kings Mountain

★

Vice-Presidents

S. D. GRIFFIN, JR.
Burlington

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Committee meets with Mental Health Officials 5
Code of Understanding 6
Tar Heel Digest 8
Therapeutic Misadventures 10
Academy to Sponsor March 12 program 10
Top awards for three N. C. pharmacists 11
Insurance—How Much? 12
Emergency Medical Kit 19
State Board of Pharmacy 25
Jimson Weeds 27
What is Poverty? 31
UNC Pharmacy School Notes 35
Doings of the Auxiliaries 36
TMA News Briefs 37
News of the Local/District Societies 38
Classified Advertising 40

ADVERTISERS

Abbott Laboratories 24
American Druggists' Insurance Co. 12
B. C. Remedy Company 22
Berryhill Fountain Sales 16
Davenport-Dillard, Inc. 14
Geer Drug Co. 18
Henry B. Gilpin Company 16
Hollingsworth Candy Co. 38
Justice Drug Company 1
Grant E. Key, Inc. 26
W. H. King Drug Co. and Associates ..... 4th Cover
Lance, Inc. 34
Eli Lilly & Company ..... 2nd Cover
McCourt Label Company 25
Owens, Minor & Bodeker ..... 3rd Cover
Ramsey Manufacturing Corporation 7
Reaco Products 10
A. H. Robins 12
E. N. Rowell Company 17
Sealtest Foods 30
Scott Drug Company 2
Seeman Printery 14
Smith Wholesale Drug Company 11
Stanback Company, Ltd. 9

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Abbott to Build Solution Plant Near Rocky Mount

Abbott Laboratories will build a $6 million plant near Rocky Mount to manufacture intravenous solutions.

George R. Cain, Abbott president, said the company had obtained a 115 acre site north of Rocky Mount between U. S. 301 and the main line of the Atlantic Coast Line.

The plant, which is expected to be in operation by mid-1968, will employ about 120 men and women.

Prior to selecting the Rocky Mount location, more than 100 potential sites in 11 states were examined by Abbott engineers.

Asheville News Award Winner

The Asheville News, owned by Jim Harrison's son, Bryan Harrison, received the top award for "best spot news" in the weekly and semi-weekly competition sponsored by the N. C. Press Association.

Gov. Dan Moore presented the awards in Chapel Hill on January 19.

Second place winner was *The Chapel Hill Weekly.*

Guest Speakers at Medical Society Meeting

The January 10 meeting of the Alamance-Caswell County Medical Society in Burlington was highlighted by the appearance of two guest speakers: Roy Salter of the Alamance County Hospital and Jack G. Watts, Eli Lilly MSR.

The speakers discussed "Beta-Adrenergic Receptor Blocking Agents and Their Proposed Use in Medicine."

Three Pharmacists to Serve in General Assembly

A record for North Carolina Pharmacy: For the first time, the profession will have three pharmacists serving as members of the 1967 session of The General Assembly.

John Henley will be a member of the Senate. He is a veteran member of The Assembly, having served a number of terms in The House in recent years.

Earl Tate of Lenoir returns to The House for a second term. He served as mayor of Lenoir for 24 years before running successfully for the state post.

A newcomer to The House will be Barney Paul Woodard of Princeton. He is a 1938 graduate of the UNC School of Pharmacy and the owner/operator of Woodard Drug Store, Princeton.

Tar Heel of the Week

The Raleigh *News & Observer* (January 29) featured Pharmacist/Mayor John A. Mitchener, Jr. of Edenton as "Tar Heel of the Week."

The newspaper summarizes Mr. Mitchener's background and the many activities in which he is presently engaged—a current one being president of the North Carolina League of Municipalities. Titles, honors and responsibilities have come his way manyfold in the last ten years.

The paper says John is known as "the peanut man." This refers to his practice of passing out complimentary bags of salted peanuts when he goes visiting—to the Soviet Union on one occasion.

Cover Page

Pictured on our cover page this month is one of the most famous (from a historical standpoint) mortars and pestles in the United States today.

A valuable gift goes to the first person correctly identifying the mortar & pestle.

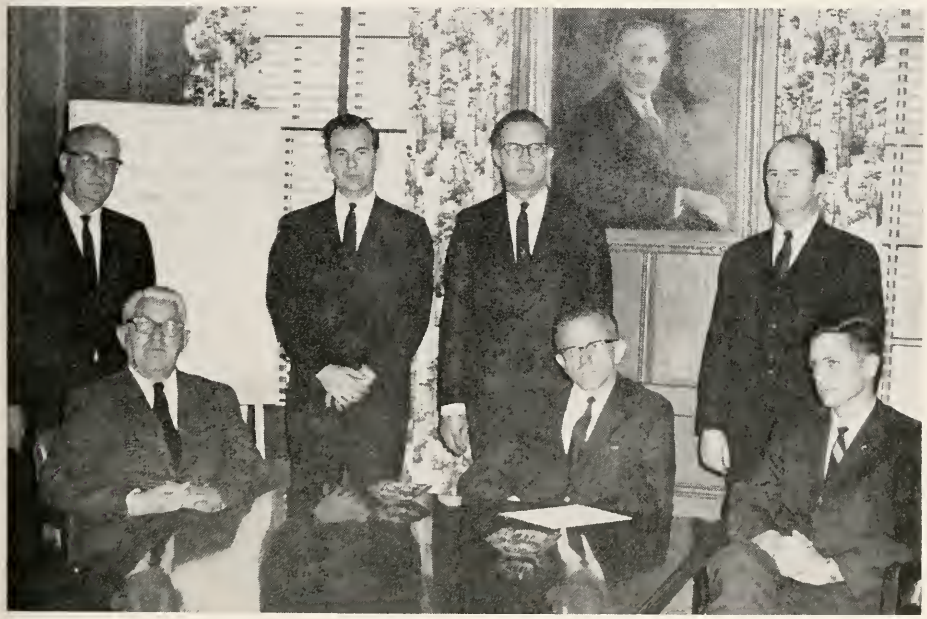
Medicare Seminar Attended by 175 Pharmacists, Hospital Administrators, Nurses, Nursing Home Operators & Public Health Officials

Pharmacists and others who attended the January 24-26 Seminar on Pharmaceutical Services Under Medicare, Chapel Hill, received a comprehensive picture of (1) Pharmaceutical Services in Hospitals; (2) Pharmaceutical Services in Nursing Homes; and (3) Pharmaceutical Services in Community Health Programs.

The three-day session was unique in that for the first time, in an organized pharmacy-sponsored program, a significant number of representatives from allied health fields in the state discussed mutual problems more broadly than is the usual case.

A number of pharmacists and others attended the complete seminar but, due to the program arrangement, 1-day attendance appealed to many of the registrants. Hospital pharmacists and hospital administrators were present the first day; nurses and nursing home operators were much in evidence the second day and on the final day of the seminar, community pharmacists from all areas of the state were present to hear how their professional services might best be utilized in the Medicare setup.

Fred Eckel arranged the program which has done much to further a better understanding of the part pharmacists will play in implementing Medicare in North Carolina. Some of the papers presented during the 3-day session will appear later in THE CAROLINA JOURNAL OF PHARMACY.



Members of the Committee on Mental Health of the North Carolina Pharmaceutical Association are pictured with Representatives of the North Carolina Department of Mental Health. The combined group has under consideration a plan which will encourage community pharmacists to participate actively in Mental Health Programs. Seated, left to right: I. T. Reamer, Chief Pharmacist at Duke Hospital, Durham; Senator John T. Henley of Hope Mills; and Clyde B. Alexander, Rocky Mount. Standing, left to right: NCPhA Secretary W. J. Smith of Chapel Hill; Dr. Dan W. Rader, Staff Assistant to the Commissioner of the Department of Mental Health; Commissioner Eugene A. Hargrove; and R. P. Webb, Staff Assistant to Roy M. Purser, General Business Manager of the N. C. Department of Mental Health. Committee Members Absent: Dr. George P. Hager and W. L. (Bill) Scarboro.

Code of Understanding

Approved by
North Carolina Pharmaceutical Association
Medical Society of the State of
North Carolina

Preamble

The purpose of this Code of Understanding is to restate and reaffirm the ethical principles of each profession and to strengthen relations between doctors of medicine and pharmacists.

This Code of Understanding is not a pronouncement of law, but constitutes suggested rules of conduct for the members of these two health professions subject to their principles of ethics.

This Code constitutes the recognition that physicians and pharmacists are interdependent in serving the patient and have a joint responsibility of educating the public in the proper use and handling of medications.

Prescribing Medication

Sec. 1. A prescription is the continuation of the physician's diagnosis and treatment. In order to properly meet the medical needs of the patient a prescription should be written by the physician and dispensed by the pharmacist with care and in accordance with federal and state law.

Sec. 2. Both the physician and the pharmacist recognize that the refilling of any prescription constitutes the continuation of the physician's treatment of his patient and therefore in giving refill authorizations and in refilling prescriptions the practitioners use the same care and precaution as with a new prescription. It is the responsibility of the physician to specify on the original prescription the number of refills, if any.

Sec. 3. The physician has the responsibility and prerogative of selecting the medication he prefers. When a brand is not specified, the pharmacist has the responsibility of selecting drugs which in his professional judgment are of good quality.

Sec. 4. The sale or purchase of samples is unethical.

Dispensing Medication

Sec. 1. The pharmacist recognizes his obligation to the physician and his patient to compound and dispense prescriptions carefully and accurately as ordered by the physician. Should an occasion arise when the pharmacist might suspect that an error has been made concerning the ingredients, dosage or directions of use, he should consult the prescribing physician for clarification and verification prior to dispensing the prescription. Such consultations should be privately made and the pharmacist shall protect the interest of the patient. Pharmacists recognize that the physician must have the confidence of his patient and that inquiries concerning errors in prescriptions must be treated as confidential matters between practitioners.

Sec. 2. Pharmacists should use extreme discretion in conversing with patrons regarding the composition of their prescriptions and should refrain from speculating with the patient regarding the condition for which the medication is prescribed or the physician's course of treatment. If such questions arise, the pharmacist should diplomatically suggest that the physician is the proper person with whom such matters should be discussed.

Sec. 3. The pharmacist should not diagnose or prescribe, even at the insistence of a patient, but should refer those seeking medical information or attention to a physician of the patient's choice. The sale of reputable proprietary products and home remedies that are approved by the Federal Food and Drug Administration for over-the-counter sale shall not be considered counter prescribing by the pharmacist when the patron may request such an item for self medication.

Sec. 4. A physician should not advise a patient as to the exact charge for a prescription any more than a pharmacist should advise a patient of charges for physician's services.

Freedom of Choice

Sec. 1. Both professions should strive to afford the patient, at all times, free choice of medical and pharmaceutical services.

Sec. 2. Prescription blanks imprinted with the name of a pharmacy, referral of a patient to a specific pharmacist by a physician or referral of a patron to a specific physician by a pharmacist is construed as limiting freedom of choice. These practices are condemned.

Physician Dispensing

Sec. 1. Each profession recognizes that the physician has the right, ethically and legally of supplying his patients with needed drugs, remedies or appliances as long as there is no exploitation of the patient. However, the physician should recognize the specialized education and training of the pharmacist and is urged to avoid the regular dispensing and the retail sale of drugs to patients wherever the drug needs of patients can be met adequately by local ethical pharmacists.

Information Service to Physicians

Sec. 1. The pharmacist, as a ready and impartial source of drug information, should unhesitatingly make such information available to the physician so that the patient may benefit.

Patient Communications

Sec. 1. Knowledge or information acquired by the pharmacist regarding the ailments of the patient are entrusted to his confidence as they are to the physician's and should never be divulged without the patient's consent, unless the practitioner is compelled to do so by law, or in the interest of the patient.

Consideration and Disposition of Complaints or Disputes

Sec. 1. Complaints or disputes, including complaints of the violation of the principles of this Code are to be referred by the complaining physician or pharmacist to his local professional society whereupon representatives of the perspective local societies will attempt to resolve the dispute. In the absence of locally functioning professional organizations, the complaints may be referred

(Concluded on page 29)

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

TAR HEEL DIGEST

Rural Hall—W. Darle Shouse, who has been associated with the King Drug Company of King, will share ownership and management of Warren's Drug Store, Rural Hall, with Roger H. Sloop.

Candor—More than $1,000 in cash and a quantity of drugs were taken on January 13 in a break-in of the B & B Drug Store.

Asheville—On February 1 the Eckerd Drug Store located for several years in Westgate Shopping Center was moved to a new location—1001 Patton Avenue.

Madison—Charles D. McFalls has purchased a 4000 square foot building in Madison, which formerly housed a department store, and will remodel it for his drug store. The building is expected to be ready by April.

Henderson—Peoples Service Drug Store, now located at 628 Dabney Drive and under the ownership of Woolard's, Inc., observed a 3-day grand opening, January 12-14. Charles M. Barnett is manager of the store which got its start in 1929.

Winston-Salem—A number of Winston-Salem pharmacists assisted with the recent measles immunization program carried out in the city. Among those assisting in receiving and storing 20,000 doses of the vaccine was Pharmacist John Andrews.

Charlotte—Jerry Lamar Stutts, a 27-year-old Charlotte man, received a 8-10 year sentence for three robberies, one involving the North Charlotte Pharmacy, owned by James Copses. A quantity of barbiturates and cash were taken.

St. Pauls—After kicking in a glass panel to a side door of St. Pauls Drug Store and entering, someone carted away a quantity of paregoric.

Kings Mountain—John L. McGill, partner of Kings Mountain Drug Company, has been appointed chairman of the Kings Mountain Housing Authority.

Reidsville—Phil Link has been elected a director of the Reidsville Merchants Association.

Kings Mountain—Charles W. Hite, Jr. (UNC '66) of Gastonia has joined Griffin Drug Company as a pharmacist.

Fuquay-Varina—J. H. (Mickey) Smith, Jr. has changed the name of his pharmacy—Thomas Pharmacy, Crumpler Shopping Center—to Smith Pharmacy. At one time, W. G. Thomas and his brother, John, were associated with the pharmacy but both men are now deceased.

Chadbourn—Sammy Koonce has announced Mike Borders has become a partner and pharmacist in the firm. Borders, a native of Shelby, has made his home in Chadbourn for the past 21 years.

Winston-Salem—Wade A. Gilliam, Summit Street Pharmacy, has been elected a director of the Winston-Salem Merchants Association.

Chadbourn—Wilder's Pharmacy is now open on Seventh Avenue across from the Chadbourn Medical Center. Richard Wilder is the pharmacist owner/manager.

Lexington—John Schofield, pharmacist with Center Street Pharmacy, was hospitalized (January 24) following an automobile accident. His car went out of control and plunged over a 30 foot embankment.

Raeford—Walter Coley, Raeford pharmacist, has been named to the local board of managers of the Southern National Bank.

Asheville—Salley's Prescription Shop has been opened at Doctors Park on Biltmore Avenue opposite St. Joseph's Hospital. Moss Salley, Jr. is pharmacist/manager.

Forest City—Grady Shuford has announced Smith's Drug Store will be remodeled. An adjoining building formerly occupied by Cohen's Department Store will be added to the present Smith operation thus providing twice the present floor space.

Charlotte—Narcotics valued at $400 were stolen from Yorkmount Drug Store on night of January 15.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping GUARANTEES

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

THERAPEUTIC MISADVENTURES

WILL THE PERSON WHO INADVERTENTLY REMOVED A URINE SPECIMEN FROM CAR PARKED IN FRONT OF CHAPEL HILL'S EASTGATE ABC STORE PLEASE RETURN THE SPECIMEN TO DR. W. W. TAYLOR, PHARMACY, N. C. MEMORIAL HOSPITAL. SPECIMEN WAS IN A FOUR ROSES BOTTLE AND A BROWN PAPER BAG.

Academy to Sponsor March 12 Program

A meeting of the Executive Committee of the North Carolina Academy of Practical Instructors in Pharmacy was held in Chapel Hill at the Institute of Pharmacy on January 8.

Lloyd M. Whaley of Wallace presided at the meeting which was attended by H. G. Price, Raleigh; George McLarty, High Point; Edward B. Eadie, Charlotte; C. Louis Shields, Jacksonville; Kenneth Edwards, Stantonsburg; W. L. Frostick, Laurinburg; and Dean George P. Hager, Dr. Melvin Chambers and W. J. Smith, Chapel Hill.

The committee will sponsor a half-day session in Chapel Hill on Sunday afternoon, March 12, at which time the objectives of the Academy will be discussed. A speaker with special interest in the field of preceptor/intern training has been invited and senior pharmacy students at the UNC School of Pharmacy will be given an opportunity to meet prospective employers.

Manages SupeRx Store

James A. Logan, pharmacy graduate of Howard College, is manager of the SuperRx Drug Store which was opened in early January in the Hickory Plaza Shopping Center, Hickory.

Will Filed

The will of the late Thomas S. Simpson, long-time sales representative for Justice Drug Company, named his daughter, Anne Cannon Simpson of Winston-Salem, and two nephews as beneficiaries.

Estimated value of the estate was put at approximately $113,000.

Appointed to Board Post

John Weatherly, Nashville pharmacist, has been appointed to the Nash County Board of Health. He succeeds Thomas J. Etheridge of Bailey who has sold his pharmacy and moved out of the county.

Robbed of $6,000

Stanley Slesinger, owner/operator of Charlotte's Amity Gardens Drug Store, and an employee, David H. Ramsey, were robbed of more than $6,000 in cash which they were preparing to place in the night deposit compartment of one of Charlotte's banks.

An investigation indicated a carefully planned holdup. As Slesinger and Ramsey drove up to the bank, two gunmen grabbed the money and made their get-away in Slesinger's car. Later, the car was found parked on a Charlotte side-street.

Reaco

Reaco B-Complex with C. Tablets $20.00 Doz. 100s

Reaco A & D Capsules $10.00 Doz. 100s

A. E. P. Tablets $24.00 Doz. 100s

Pyridoxine HCl (B6) 25 mg. Tablets $1.80 per 100

Pyridoxine HCl (B6) 50 mg. Tablets $2.40 per 100

Reavita Capsules $34.80 Doz. 100s, $28.00 per 1000

Neo-Reavita $36.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

Top Awards for Three N. C. Pharmacists

Three North Carolina pharmacists:
David A. Dowdy, Jr. of High Point
Don Peterson of Burgaw
Hoy A. Moose of Mount Pleasant
have been honored by the Jaycees for their community leadership.

Dowdy and Peterson received the Jaycee Distinguished Service Award; Hoy Moose was named "Senior Man of the Year" by the Mt. Pleasant Jaycees.

David A. Dowdy, Jr., a vice president of the Mann Drug Company, was cited for his work with the Chamber of Commerce, Rotary Club, Arts Council, Methodist Church and other activities.

Peterson is president of the Burgaw Jaycees and associated with a Burgaw pharmacy. More than fifty programs, ranging from a house numbering project to a Bibles for prisoners program, were initiated by Peterson and his fellow Jaycees.

Moose, mayor of Mount Pleasant and a former president of the NCPhA, was selected for the honor by a secret ballot conducted by the Jaycees. He has been responsible to a significant degree for the major advances made in Mt. Pleasant during the past 20 years.

It is interesting to note that Hoy's son, Whitaker, was named "Man of the Year" by the Mount Pleasant Jaycees two years ago, hence received the DSA award.

Dies from Oil of Wintergreen

A 4-year-old Raleigh boy died January 18 after drinking a quantity of Oil of Wintergreen. Doctors reported the boy climbed up to a medicine cabinet to get the oil.

Citizen of the Year

W. H. Randall, member of the State Board of Pharmacy and mayor of Lillington, was named "Citizen of the Year" at a January 19 dinner sponsored by the Lillington Chamber of Commerce and the Lillington Jaycees.

The award went to Randall for his achievements in the field of government.

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

Insurance—How Much?

David P. Pickrel, President
The American Druggists' Insurance Company
American Building—Cincinnati, Ohio 45202

It will likely take you about thirty minutes to scan through this publication. During that time there will be about 100 fires occurring, injuring ten people and killing at least one person.

Drugstores are being damaged by fire, wind, hail, explosion, riot, by automobiles running into them, by burglars and by many other hazards at the rate of about 6,000 per year. This works out to indicate that better than one out of every ten will suffer some such loss this year.

In addition, people will fall down in drugstores, errors will be made in filling prescriptions, some skin or hair preparations will cause injury, windows will be broken and all manner of occurrences will happen. These will result in many, literally thousands, of claims being made for personal injury or for property damage.

This is not mentioned to scare anyone, but only to demonstrate the need for adequate insurance. These occurrences are constantly happening, in increasing numbers, involving millions of dollars. You have heard of some of them, most are not publicized, all cause worry and concern.

Some of these things likely have, or will, happen to you. Your insurance will help take much of the worry out of your busy life.

Earlier articles, plus the above, demonstrate the necessity for some forms of insurance. The various kinds of insurance, including types of coverages, were discussed in previous writings. It is therefore time to consider amounts of insurance—how much insurance do you need?

Whether you determine to avail yourself of one of the several "package" policies, or whether you decide upon separate policies, is of little importance. The amount of coverage on your property and the maximum limit of liability coverage needed, is a necessary decision.

First, let us consider coverage on your property, limiting the discussion to your personal property, for the time being.

Assuming that you own and operate a retail drugstore, the first question to be answered has to do with the value of the store. Your stock of merchandise is, or should be, inventoried and priced at least annually. Whether the inventory be taken by one of the professionals in the work, or by yourself, the importance of accuracy cannot be overstressed. Correct count and accurate prices are a must. Obsolete and badly shopworn merchandise should be discarded or priced

SERVICE • SECURITY • SAVINGS

James Peter Everett
900 Independence St.
New Orleans 17, La.
July 1, 1966

Mr. Don B. Ahlers Secy.;
The American Druggist Ins. Co.
Cincinnati 2, Ohio.

Dear Mr. Ahlers;

The service of A.D.I., in normal and disaster times is above and beyond question. All claims over Twenty Five years of service have been honorably and expeditiously completed, to my utmost satisfaction.

Yours for another twenty five years of exemplary service.

Sincerely Yours,
JAMES P. EVERETT

OUR FILES ARE FULL . . . of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

AMERICAN DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

down to reflect true value. Only actual cost should be used in pricing each item.

The value of your fixtures and equipment is a more difficult problem. Attempt must be made to arrive at actual cash value, since that is the value insured, unless you decide to purchase replacement cost insurance. Fixture value may be determined by appraisal and the several store fixture companies will do this job for you. Some use original cost of fixtures, less depreciation, based upon the age and condition of the fixture. Sentimental value does not apply nor does some figure which may be plucked out of the air. Resale value is of some help as evidence of value but there is quite a variance depending upon whether you are buying or selling. Usually, some combination of the above methods will produce a reasonable, actual cash value.

If you are a tenant and do not own the building in which your store is housed, you will possibly have an interest in the improvements and betterments which you have installed at your own expense. If you own the building, then these items are not considered, as they become a part of the building. This can include such things as partitions, light fixtures, decorations, store fronts and the like. Even though these things become a part of the building, you have an interest in them during the term of your lease, or longer if that lease is renewable.

The total value of your inventory, fixtures and improvements will give you the value to be insured. Usually, insurance on this property is carried in an amount equal to 80% of value, although there is no objection to 90% or even 100%. Over 100% is prohibited and is also a waste, since you can recover no more than 100% even after total destruction.

There will be a reduction in the cost of your property insurance if you do carry sufficient to equal 80% of its value. There will be a further reduction for insuring to 90% or 100% of value, in most states. This is arranged by means of the "Coinsurance Clause," by which you agree to maintain your insurance to that certain percentage. If your values increase, or if the amount of insurance declines, so that you do not insure to that percentage of value, then you become a coinsurer for any shortage or deficiency. For instance, if you agree to 80% and insure only to 70%, then you carry the missing 10% yourself, as a coinsurer, and will recover only 90% of any partial loss. This coinsurance penalty does not apply when a total loss occurs and in that case, you recover the face amount or total amount of insurance.

The foregoing refers to property insurance and has in mind the basic fire insurance coverage, plus the extended coverage endorsement, covering wind, hail, explosion, riot, smoke, auto damage, falling objects, and the like.

If you own the building, the principles are exactly the same. Value must be determined and again, actual cash value is needed. Here, an appraisal by a qualified real estate expert is the best evidence of value. Original cost, less depreciation, is also helpful, as is market value, or sale price, in arriving at actual value.

Insurance up to 80% of building value is very desirable and will entitle you to a reduction in premium through use of the coinsurance clause. Coverage to 90% or 100% will give you even further cost reduction in most states.

In building insurance, you must bear in mind that the lot on which the building stands is not included, nor is the excavation or underground construction. Also, building values do change, both up and down, so that an occasional review of value and insurance is necessary.

Liability insurance is necessary and the question of "how much" must be answered. This covers your legal liability to others when personal injury or property damage results from some act of yours, but only when connected with your business. Your liability to others from personal and family pursuits, such as from hobbies, home activities, children events, and the like, is covered by your personal liability insurance or possibly by your Homeowners Policy.

The personal injuries arise from two basic sources. One has to do with the maintenance and use of the premises and involves injuries on the premises. Negligence is always claimed when people fall down in the store or on the sidewalk. The injury from such falls can be quite serious,

(Continued on page 15)

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

For eighty-one years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-seventh volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

INSURANCE—HOW MUCH?

(Continued from page 13)

involving broken bones, back and head injuries, plus claims for loss of wages, hospital and doctor bills.

The other sources of injury arises from the products which you sell and the services which you render, the latter usually referred to as malpratice. These occurrences usually arise away from the premises and can also be quite serious. Examples would be the injuries resulting from errors, or claimed errors, in filling prescriptions, in the effect of most any merchandise upon certain persons and in numerous other types of happenings as a result of products which you sell.

The amount of liability insurance is usually expressed by two figures, such as $50,000/100,000. The first refers to one injury or occurrences during the policy term, while the other refers to the aggregate of several such during the period covered by the policy. These figures are referred to as the limits of liability. The size or amounts of these limits will depend upon your circumstances.

You will want your liability limits to be large enough to compensate any injured person for his loss. This limit should also be large enough to protect you, your assets and estate, from complete depletion, or bankruptcy, should a judgment be rendered against you. Obviously, a millionaire will need larger limits than one of modest means. Also, obvious, is the purchase of limits in a ridiculously high or wholly inadequate amount. The days of carrying liability limits of 10,000/20,000 are past and over, as being quite inadequate. Modern claimants and juries now think in terms of much larger figures, except in cases of minor injuries.

It is therefore suggested that a minimum of 50,000/100,000 be considered and that, if the cost is not objectionable, coverage of two or three times that amount be arranged. Such amounts should be reasonable and should bring adequate peace of mind.

Business Interruption Insurance is usually considered necessary, after providing for coverage on your property and on your liability. Such insurance covers loss of profits or earnings, plus fixed overhead expense, which will continue if the business is closed down after a loss. In other words, this coverage will replace the operating income of a business which is interrupted by one of the perils insured against, such as fire, wind, explosion, riot, etc. The coverage continues during the time it may take to repair or replace the premises with due diligence and dispatch. Continuing payroll costs may be included if desired.

Here, also, a business interruption value must be established, with insurance carried to a specified percentage of that value. This value is the gross earnings expected during the coming 12 months. The minimum percentage of insurance permitted is 50% of this value, which will cover the normal interruption loss for 6 months. Higher percentages of this value will cover a longer period of interruption.

There is also a more simple, or short, form of this coverage known as Earnings Insurance, which does not require a coinsurance percentage. This is designed for a smaller business and sets a limit of recovery for each month, usually 25%. For example, if you purchase $8,000 of Earnings Insurance, you would then recover no more than 25% or $2,000 for each month, up to four months, during which your store is closed. This form is also available in the package policies.

One of the several forms of crime coverage would likely be considered of next importance. These include Burglary and Holdup Insurance, Safe Burglary, Open Stock Burglary, Inside and Outside Holdup and several other forms. A very popular form, considered adequate in most drugstore situations is the Standard Burglary and Robbery form. This is provided in units of $250 each and usually three or four such units is sufficient. The amount would depend upon the amount of cash retained on the premises, between bank deposits, or in the safe, plus an expected amount of merchandise which may be taken.

Plate Glass Insurance is written for the actual cost of replacement and covers each piece of glass described in the policy, regardless of the cause of breakage.

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.
DISTRIBUTORS

P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.

WRITE FOR BROCHURE

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

Substitution Brings Penalties

Two pharmacists in Florida were fined and the license of a third suspended following hearings on charges that they substituted drug products in the filling of prescription orders.

Each was charged with substituting the products of another manufacturer for the prescribed products of Smith Kline & French Laboratories, which brought the charges as part of its campaign against substitution practices in the filling of prescription orders.

One pharmacist was fined $1,000 and the other $500. The license of the third pharmacist was suspended for 30 days and he was placed on probation for an additional 60 days.

Left: Ross L. Cooper, Owens-Illinois representative, and right: Stephen T. Forrest, president Justice Drug Company, presenting Phil Link of Link Bros. Pharmacy, Reidsville, N. C. with the Gold Bottle Award for filling one million prescriptions.

We Appreciate Your Business

We at the House of Geer want to say "Thank You" for your business you are Rendering us.

Your North Carolina Representatives

Jim Boney
J. W. Brown
Henry Davis
Carlisle Fridy
James W. Hart
Glenn Holt
Allen West
Bob Yarbrough

THE GEER DRUG COMPANY

SERVICE WHOLESALE DRUGGIST

Charleston — Greenville — Spartanburg, S. C.

Emergency Medical Kit

for Nursing Homes

Through a cooperative effort of North Carolina pharmacists, physicians and nurses, agreement has been reached on the acquisition and storage of emergency drugs for nursing homes. Details of the program are outlined on the following three pages of this issue of THE CAROLINA JOURNAL OF PHARMACY.

Since the Nursing Home Division of the State Board of Health has notified all of the 92 licensed nursing homes in North Carolina of the details of this program, pharmacists will need to familiarize themselves with the recommendations of the committee.

Some interest already exists—the NCPhA has received a number of orders for stocked kits which have been referred to the nursing home operators with request to contact local pharmacists. Meeting such a request could open the door to serve as a pharmacist consultant to the nursing home, or, as has been done in four instances, to obtain a limited service permit from State Board of Pharmacy.

EMERGENCY MEDICAL KIT

NOTICE:

FOR EMERGENCY USE ONLY

THIS SEAL MAY BE BROKEN ONLY ON THE ORDER OF A PHYSICIAN

STOCKED AND SEALED BY

Signature of Pharmacist

Expiration Date

After each use or immediately prior to expiration date, return this kit to

to be restocked

Two Safe-Crackers Surprised in Act of Robbing Cooleemee Drug Store

Two men were surprised in the act of robbing the Cooleemee Drug Store of Cooleemee during the early morning (2AM) hours of January 26. It happend this way:

A request for emergency dispensing of a prescription brought Pharmacist Edgar Hoyle to his store about 1:45 A.M. As he walked into a rear office and switched on a light, two men were discovered in the act of opening the store's safe.

One of the men held a gun on Hoyle and ordered him to leave the store. Outside, the pharmacist was ordered to start walking. The two men fled the scene in an automobile after firing a gun.

As the men left the store, a quantity of drugs were taken (thought to be narcotics but actually atropine, strychnine, etc.) which later were discarded along a road.

The prescription customer—a lady from nearby Woodleaf—observed the robbery, turned in an alarm, and after the excitement subsided, Pharmacist Hoyle dispensed the prescription.

Pharmacist Hoyle reported, as he switched on a light, one of the men yelled: "What are you doing here?" The surprise was complete as Hoyle was wearing soft shoes that gave no advance notice of his approach to the Safe-cracking team.

After pharmacist stocks (see page 23) kit, this gummed label is used to seal kit in accordance with recommendations of the Joint Committee on Emergency Drugs for Nursing Homes (pages 20-21).

On request, the NCPhA will mail a working supply of the seals to any member of the NCPhA.

The NCPhA does not supply empty or stocked kits. The container (a fishing tackle box) may be purchased from a local hardware store. Your wholesale druggist—see list on page 3—will cooperate with you in supplying needed merchandise for the kit.

DEFINITION

EMERGENCY DRUGS FOR NURSING HOMES ARE THOSE DRUGS, THE PROMPT USE AND IMMEDIATE AVAILABILITY OF WHICH ARE GENERALLY REGARDED BY PHYSICIANS AS ESSENTIAL IN THE PROPER TREATMENT OF SUDDEN AND UNFORESEEN ADVERSE CHANGES IN PATIENT'S CONDITION, WHICH CHANGES THREATEN THE PATIENT'S LIFE OR WELL BEING.

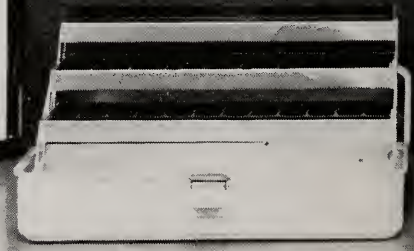
RECORDS

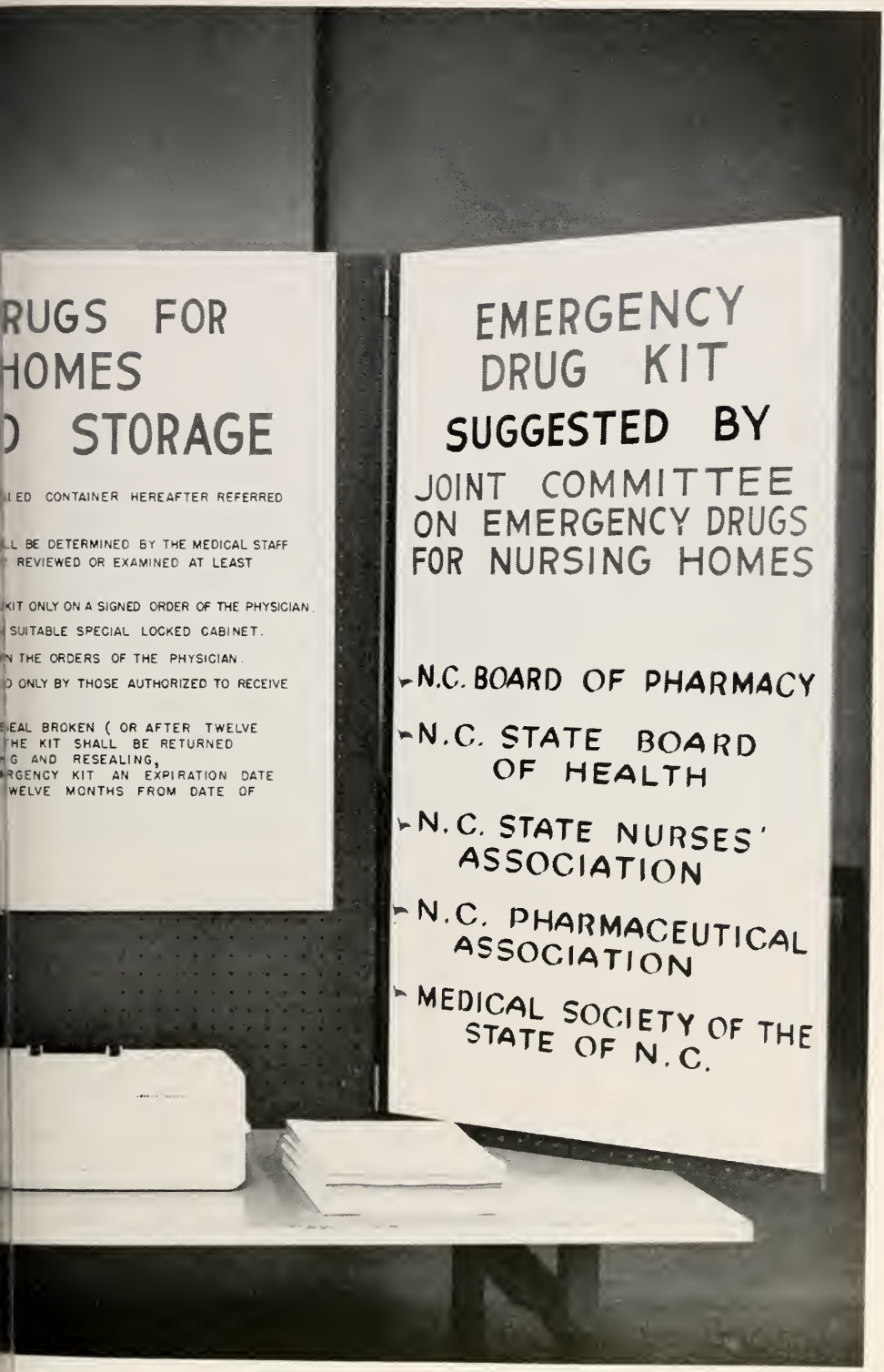
ITEMS USED FROM THE EMERGENCY DRUG KIT SHALL BE ENTERED ON THE PATIENT'S CLINICAL RECORD ACCORDING TO THE STANDING NURSING HOME PROCEDURE.

IN ADDITION, THE PHYSICIAN ORDERING A DRUG FROM THE EMERGENCY DRUG KIT SHALL PLACE THEREIN A PRESCRIPTION FOR SUCH ITEMS.

EMERGENCY
NURSIN
ACQUISITION

1. EMERGENCY DRUGS SHALL BE STO
   TO AS THE " EMERGENCY DRUG
2. DRUGS STOCKED IN THE EMERGENCY
   OF THE NURSING HOME AND SHALL E
   EVERY TWELVE MONTHS.
3. DRUGS MAY BE ACQUIRED FOR THE EM
4. STORAGE OF THE EMERGENCY DRUG KIT
5. EMERGENCY DRUGS SHALL BE ADMINI
6. ACCESS TO THE EMERGENCY DRUG KI
   ORDERS AND ADMINISTER EMERGEN
7. AFTER THE EMERGENCY KIT IS US
   MONTHS IN THE CASE OF AN UNU
   PROMPTLY TO THE SUPPLIER F
   THE SUPPLIER SHALL INDICATE
   WHICH IN NO CASE SHALL BE L
   ISSUE OF THE SEALED KIT.




RUGS FOR
HOMES
D STORAGE
LED CONTAINER HEREAFTER REFERRED
LL BE DETERMINED BY THE MEDICAL STAFF
REVIEWED OR EXAMINED AT LEAST
KIT ONLY ON A SIGNED ORDER OF THE PHYSICIAN.
SUITABLE SPECIAL LOCKED CABINET.
N THE ORDERS OF THE PHYSICIAN.
D ONLY BY THOSE AUTHORIZED TO RECEIVE
EAL BROKEN (OR AFTER TWELVE
THE KIT SHALL BE RETURNED
G AND RESEALING,
RGENCY KIT AN EXPIRATION DATE
WELVE MONTHS FROM DATE OF
EMERGENCY
DRUG KIT
SUGGESTED BY
JOINT COMMITTEE
ON EMERGENCY DRUGS
FOR NURSING HOMES
N.C. BOARD OF PHARMACY
N.C. STATE BOARD
OF HEALTH
N.C. STATE NURSES'
ASSOCIATION
N.C. PHARMACEUTICAL
ASSOCIATION
MEDICAL SOCIETY OF THE
STATE OF N.C.

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Pawders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

Nursing Home Emergency Medical Kit

A. Medications

	Each
Aminophylline Injection U.S.P. 500 mg./2 ml. amp.	2
Amobarbital (Amytal) Sodium Injection U.S.P. 500 mg. amp.	2
Atropine Sulfate Injection 0.4 mg./cc—1 cc. vial	2
Caffeine and Sodium Benzoate Injection U.S.P. 500 mg./2 ml. amp.	2
Calcium Gluconate 1 Gm./10 ml. amp.	2
Cedilanid-D (Deslanoside) Injection U.S.P. 4 ml. amp.	2
Dextrose Injection U.S.P. 50%—50 ml. vial	1
Diphenhydramine (Benadryl) Hydrochloride 10 mg./cc.—1 cc. amp.	2
Epinephrine Hydrochloride Injection 1:1000, 1 cc. vial	2
Ephedrine Sulfate Ampul 50 mg./ml. amp.	2
Hydrocortisone Sodium Succinate (Solu-Cortef) 100 mg./2 ml. amp.	1
Metaraminol (Aramine) Bitartrate 1%—10 ml. amp.	1
Methamphetamine (Methedrine) Hydrochloride 20 mg./ml. amp.	2
Nikethamide (Coramine) Injection 25%—1.5 ml. amp.	2
Phenylephrine (Neo-Synephrine) Hydrochloride 10 mg./ml. amp.	2
Procainamide (Pronestyl) Hydrochloride 100 mg./ml.—10 ml. amp.	1
Quinidine Gluconate Injection N.F. 80 mg./ml.—10 ml. amp.	1
Sodium Bicarbonate Injection 3.75 Gm./50 cc. amp. (44.6 m Eq.)	1
Water for Injection U.S.P. 30 ml. vial	1

B. Supplies

Needle	13g x 2″ (For Emergency Trach.)	1
Needles	18g x 2″	2
Needles	20g x 1″	2
Needles	22g x 3″	2
Needles	25g x 1″ (6600 only)	4
Needles	26g x 1″ (6600 only)	4
Needle	20g x 5″ (Cardiac)	1
Syringes	Sterile Disposable, 2 cc.	2
Syringes	Sterile Disposable, 5 cc.	2
Syringe	Sterile Disposable, 10 cc.	1
Tourniquets (Small)		4
Mouth Gag		1
Airway (Resusitube J. & J.)		1
Gauze Squares 4″ x 4″		2
Alcohol Sponges		

THIS IS A SUGGESTED LIST AS COMPILED BY A NUMBER OF NORTH CAROLINA DOCTORS. CONTENTS OF ANY KIT MAY BE ALTERED ACCORDING TO PREFERENCE OF DOCTOR SERVING A PARTICULAR NURSING HOME.

Abbott announces an exciting new dimension in Rubber-goods profits for pharmacists

Faultless Rubber Company is now part of Abbott. Through your Abbott Representative these two companies bring you more attractive profits than ever before. Here's how:

You can now combine your Faultless and Abbott orders for order size discounts! Any combined order is acceptable. Bigger orders qualify for bigger discounts.

You'll get the well-known Faultless quality rubber sundries and household gloves and you'll get Abbott's familiar fast and reliable service. Your entire order—whether for Faultless goods, Abbott drugs, or both—is shipped as one, direct from Abbott. It is billed as part of your regular Abbott account.

Right now . . . as a *special incentive* . . . your Abbott man is offering six fast-moving Faultless deals. Talk to him promptly, while the deal period is still on. Remember: these deals are on top of your order size discount!

FAULTLESS RUBBER COMPANY
division of
ABBOTT LABORATORIES

Here are your Abbott-Faultless deals now available:

Permanent Fixture Deal 2895:
Pictured above, 184 items on display in a permanent Rubber Goods Department fixture that acts as a fulltime salesman for you. Order the rubber goods and get this bonus 36" x 69" Merchandiser.

Debonaire Hand Care Gloves
with velvety-soft flock lining, smartly packed in window units.
Deal 2890: buy 22 pairs assorted sizes, get 2 bonus pairs.
Deal 2885: buy 44 pairs assorted sizes, get 4 bonus pairs.

Flat Goods Deal 2875:
Buy 13 assorted folding syringes, combination bottle/syringes, and fountain syringes, get 2 water bottles bonus.

Flat Goods Deal 2880:
Buy 25 assorted folding syringes, water bottles, and fountain syringes, and get 12 Gold Flash golf balls bonus.

Bulb Syringe Deal 2870:
Buy 8 assorted feminine syringes, all featuring famous Faultless "top-fill" bulb, and get one bonus Confidante feminine syringe.

702376

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Henderson Drug Company #2, Inc., 416 Dabney Drive, Henderson. William J. Hill, pharmacist/manager. C. E. Page, Jr., W. J. Hill and William Mast, owners.

2. Park View Hospital Pharmacy, 404 Falls Road, Rocky Mount. John J. Gerlinger, pharmacist/manager. J. Lyman Melvin, executive director.

3. Croasdaile Pharmacy, Croasdaile Shopping Center, Durham. Albert F. Lockamy, Jr., pharmacist/manager and owner.

4. Joe's Drugs, 4930 Market Street, Wilmington. Joseph Namargut, pharmacist/manager and owner.

5. Wilder's Pharmacy, Chadbourn. Richard B. Wilder, pharmacist/manager and owner.

Limited Service Permits

1. Scotland Memorial Hospital Pharmacy, Laurinburg. Neill W. Duncan, pharmacist/manager. D. K. Oglesby, Jr., Administrator.

2. Spruce Pine Community Hospital Pharmacy, Hospital Drive, Spruce Pine. Harold V. Day, pharmacist/manager. Fred Seaford, Administrator.

3. Hickory Memorial Hospital, 219 N. Center Street, Hickory. Edward F. Swann, Jr., pharmacist/manager. William H. Smith, Administrator.

4. Pitt County Memorial Hospital, Inc. Pharmacy, West Fifth Street, Greenville. James Gordon Blount, pharmacist/manager. C. D. Ward, Administrator.

Transfer of Ownership

1. Hooper's Drug Store, Sylva. Robert D. Kelley, Jr., pharmacist/manager. Robert D. Kelley, Jr. and James Carter Mason, owners.

2. Warren's Drug Store, Professional Center, Rural Hall. W. Datle Shouse, Pharmacist/manager. Roger Sloop. Darle Shouse, Mary L. Shouse, Kathleen Sloop and Virginia P. Warren, owners.

3. Medical Center Pharmacy, 211 South Salem Street, Apex (formerly Pegram's Pharmacy). Leon C. Dollar, owner and pharmacist/manager.

4. Talton Drug Company, Kenley. James A. Oldham, III, pharmacist/manager. Roy Talton and Mrs. Roy Talton, owners.

5. Warsaw Drug Company, 121 E. Railroad Street, Warsaw. B. C. Sheffield, Jr., owner and pharmacist/manager.

6. Ingram Pharmacy, Inc., 1301 North Main Street, High Point. L. M. Ingram, pharmacist/manager. Mr. and Mrs. L. M. Ingram, Mrs. Rida I. Boyles and Mrs. Margaret I. Voight, owners.

7. Craig Drug Company, Inc., 101 Sycamore Street, Aberdeen. M. W. Burroughs, pharmacist/manager. M. W. Burroughs and Charles R. Cameron, owners.

8. Mann's Dependable Drug Store, Villa Park Shopping Center, Conover. Claude F. Warren, Jr., pharmacist/manager. D. A. Dowdy, D. A. Dowdy, Jr. and J. Henry Dowdy, owners. (Formerly MacKesson's Villa Park Pharmacy).

9. Bobbitt-Nissen Drug Company, 308 W. 4th Street, Winston-Salem. C. B. McKenzie and Ernest J. Rabil, owners.

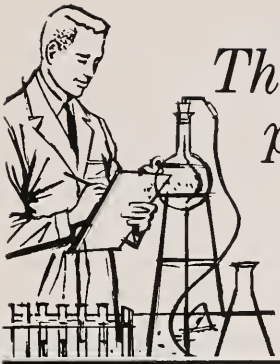
10. Rosemary Drug Company, 1019 Roanoke Avenue, Roanoke Rapids. Calvin M. Floyd, Jr., pharmacist/manager and owner.

11. Youngblood Drugs, Inc., 127 Scaleynark Road, Charlotte. (Formerly Kiser Drug Company #2). Mrs. Frances Youngblood, pharmacist/manager and owner.

12. Bobbitt's Pharmacy, 401 N. Main Street, Winston-Salem. Sara F. Lore, pharmacist/manager. E. J. Rabil and Sara Lore, owners.

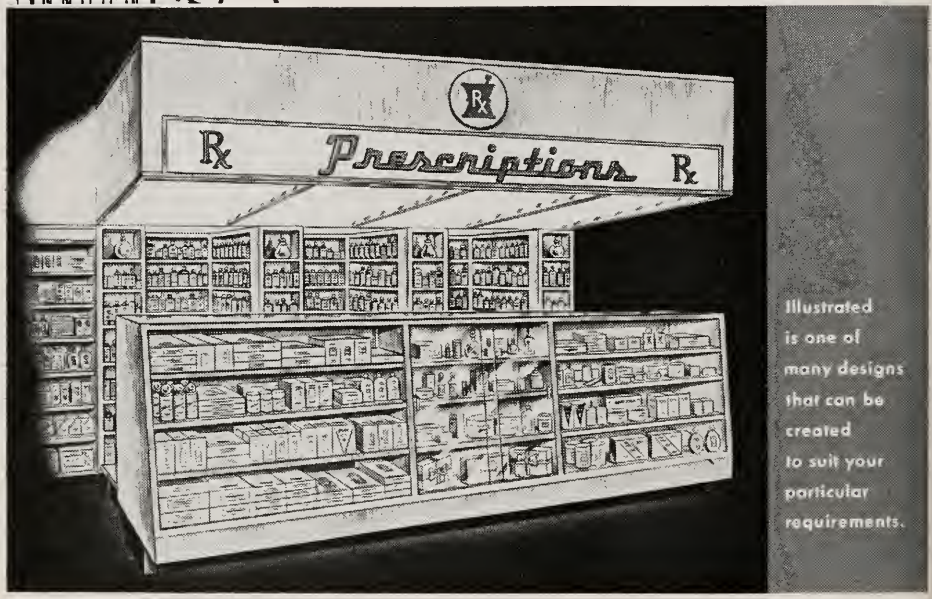
13. Peoples Drug Store, Main Street, Taylorsville. Rowe Campbell, Jr., pharmacist/manager. R. B. Campbell, Sr., R. B. Campbell, Jr., T. R. Burgiss and L. Ferguson, owners.

14. Hawthorne Pharmacy, 207 Hawthorne Lane, Charlotte. V. L. Riggsbee, Jr., pharmacist/manager and owner.



The right formula for your prescription department!

"KEY" DESIGNED LUMILITE Rx CANOPIES



Illustrated is one of many designs that can be created to suit your particular requirements.

The prescription department is the professional center of your store and should dominate all other departments. Dramatic lighting found in "Key Lumilite Rx Canopies" focus the shopper's attention on your Rx department and at the same time provides excellent lighting for compounding your prescriptions.

Ask for our layout engineer services

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

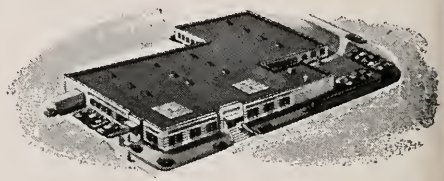
Name.....

Firm Name.....

Street Address.....

City.....

State.....



GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

JIMSON WEEDS

BY JIM HARRISON

Pharmacist: Be Prepared

The basic sciences rate the heaviest emphasis in medical training today while clinical medicine rates the least. Some educators and many practitioners seem to think the application of scientific technique and training in clinical medicine needs more emphasis, that in too many schools and in some teaching hospitals this training is ignored. They also feel that greater knowledge in pharmacology and therapeutics should be imparted earlier in the training, extend through internship and residency, and be continued throughout the career of practice.

These critics who think the average physician lacks adequate working knowledge of the drugs he uses also think he has this hiatus in his training filled by the "detail man" and his pharmaceutical manufacturer with the promotions inspired by Madison Avenue rather than created by presentations of authentically proved comprehensive trials and results.

These critics also believe that under these conditions many practitioners tend to prescribe and treat before fully diagnosing. Such beliefs are advanced by sincere physicians who are more or less renowned and who possess that degree of erudition and earned fame that inspires respect from their fellows and great esteem and trust from their patients. Those accused may term these critics heretics but their patients who may be either helped by the self-limiting nature of their ailments or iatrogenically harmed are not knowledgeably equipped to condemn or defend either the accused or the accusers.

The opinions of these critics extend to many facets of this condition. Some of these will be mentioned.

Information on new drugs and which drugs to use in certain therapy comes to the physician more from the detailed advertising of the manufacturer than from strictly academic sources. Frequently this information is lacking in objective conclusiveness, elusive in citing side effects, obscure about the length of time of trials and methodology, and semantically obfuscating. Oftentimes the relative freedom from side effects in early trials changes to unwanted side effects in prolonged use and later trials. When there are side effects they usually appear during or after the second year of trial.

As for new drugs created, the term "new" is, in many repetitive instances, a misnomer. Too many of the "new" are merely "new brands" of a sameness with others already established or almost simultaneously marketed. It would be rank misinterpretation if one believes this to be advocating a restraint be placed on any manufacturer's right to manufacture a product in free enterprise or seek a return on his investment regardless of the drabness or flamboyance of his promotion. The quarrel would better be with the physician who is unable to halter his gullibility. Even the FDA is powerless to refuse the advent of a new drug to the market if it meets the present satisfactory requirements.

It would indeed be difficult for any critic to accurately state how much mis-prescribing is represented in the near $41½ billion annual prescription volume. Much more patent is the fact that more is spent in promotion than is spent in research. The doctrine of *noblesse oblige* contains less hokum than the cliche of "do not bite the hand that feeds" but both are lineally akin to the tenet of "whose bread I eat, his song I sing."

The objection to the pharmaceutical industry taking over the education of the physician in the pharmacology and therapeutics of the drugs he prescribes does not stem from objections to information advanced, but to the fact that the information is too frequently misleading and almost always biased. Those physicians who have so objected are in the vast minority and certainly not without courage in their convictions, but this condition does not absolve the profession itself from its share of the blame for the continuity of the condition.

There will always be the doctor who practices philosophically with tender, loving care and there will also be he who practices as an entity in a guild, but the recipients, the patients, who receive these practices, accept with blind trust, with hope they may be receiving the former, but blindly ignorant that they may be receiving the latter.

The remedy would seem to be for the physician to obtain more objective drug information. Even if some restraint of drug advertising is instituted, it should not come wholly from FDA, but shared equally with the manufacturer, the profession and the FDA, with the patient in mind as the principal beneficiary.

The reform should not stop there. The doctor responsible for the prescribing and the use of each new drug should be educated not only in the use of a new drug but also in the use of those already in use.

It is recognized there would be objections to transferring this phase of education to such a trinity, even when it is presupposed there will be elimination of subjective bias natural to any manufacturer. Objections could also arise from those practitioners who plead lack of time to pursue continued education, a pretext emanating from disinclination to be out of practice and consequently out of income during the time out for study. This excuse is not sought by the "tender, loving care" type of physician. Another objection could be the suspicion of the taint of socialism, a word which is anathema to both the profession and to the manufacturer. It would be difficult to perceive of any objection from the FDA other than that stemming from political expediency, which objection would have the greatest of potential for negating the entire plan. As for the patient, he would have no objection, but only if he is falsely aroused.

How does the pharmacist contribute in this concept which could very well prove to be a revolution? The answer is, he does not, unless——. (No aposiopesis intended.)

To be a contributing factor in the education of the physician as a pharmacological consultant in the purest sense of the term, the pharmacist himself must be truly an expert. While the physician may allow himself to be led into prescribing habits by the detail man, the reasons for this are promulgated by the policies of the detail man's parent company in the almost unique ability to cause the unwary physician to succumb to extraneous lures.

The pharmacist himself is not exactly a god on a pedestal. He too has offered blandishments more mundane than the truly objective information he advances. As it seems now, the pharmacist, by the very regimen of his practice, will not supplant the detail man, nor does it seem he desires to. But he does have a greater potential for advancing impartial and objective information than does the detail man. The glaring weakness in the pharmacist's structure is not specifically a lack of knowledge of pharmacology and therapeutics but his failure to apply it efficaciously in a regular program. It is true that for the majority of pharmacists this knowledge has been allowed to atrophy from disuse. But more and more as day passes day the physician is seeking information from the pharmacist and if the pharmacist is to fulfill his professional obligations he will make himself able to impart this information, not sporadically, but on a continuing basis.

Many pharmacists also are disinclined to further their education. They make the same excuses as do those disinclined physicians, which excuses when filtered by analysis become mere pretexts.

Admittedly the pharmacist practicing in a hospital has greater opportunity to apply his knowledge of pharmacology for the simple reason his knowledge bears less chance of becoming stale through desuetude. Too, this pharmacist has the opportunity to make the Pharmacology and Therapeutics Committee a more potent force by becom-

ing and continuing to be so versed in the field of pharmaco-dynamics as to be depended on for all the information the doctor needs to enable him to use the drug best suited for the particular condition being treated. Certainly this ability should be within the area of the pharmacist's competence without tainting him as one seeking to usurp the doctor's prerogatives and functions.

The community pharmacist also can be knowledgeably prepared to advance drug information. His day to day experience should also be supplemented by further knowledge gained from academic sources. Periodically programmed seminars and symposia under sponsorship of academic sources and professional associations literally beg for his attendance and participation. Studies and courses by the correspondence method also have great value. All these have the added virtue of being impartial and unbiased.

Pharmaceutical literature assiduously studied presents the pharmacist with perhaps his greatest opportunity for becoming a *de facto* pharmaceutical consultant to the physician. It is not here implied that the pharmacist is better able to translate or dissect such literature than is the physician, but the physician by induction is more and more regarding his translation as a chore he is willing to relegate to the pharmacist.

The pharmacist who is eager to continue his study possesses the rare propensive quality of objectivity. It is he who is able to lessen the physician's bewilderment of trade names, generic names, chemical names of polysyllabic proportions, compatibilities. It is this pharmacist who can cite drug composition, effects, side effects, mechanism of action, metabolic fate, or toxicity. It is he who can help the physician comprehend, can desensitize any rose colored picture into its true perspective. No one knows better than he that pharmacy is far from being omnipotent, consequently he would be able to dissect obscurely worded claims, deceptive connotations and brash statements which sometimes approach the hyperbole.

By the same token he would be able to assess the value of an impartial report by recognizing its comprehensive inclusion of all the facts the physician should know in order to make sane and judicious use of a drug for the benefit of the patient. He would also be able to compare the relative merits of different compounds of supposedly like composition. This attribute has greater opportunity for exercise in hospital practice than in community practice because the system for manipulation of this procedure may be more easily effected in hospital practice. Tests of absorption, metabolic fate, action from assimilation, deposit or excretion, and side effects may be determined by suitable methodology of test. Observation of results would be tabulated in reports by the architects and executors of all the tests.

The community pharmacist would be hampered in adopting this educative process on his own, but there is nothing indecorous in his sharing in it by arrangement. The methods by which he may share are obvious and do not need spelling out.

Until such time, if ever, there is founded any agency to route unbiased comprehensive information on drug entities to the prescriber by the trinity mentioned before, or by any created agency whatsoever, the pharmacist who is concerned with fulfilling his professional obligations will make himself prepared to impart this needed impartial information to the fullest measure of his ability. And should this utopian state be realized, this pharmacist should also be prepared to assume the role which will be there to fit his talents.

In any event, this pharmacist who is so concerned will have his part to play and he should become prepared and continuously stay prepared to play it to the fullest extent of the action expected of him.

Code of Understanding

(Continued from page 7)

to the respective state organizations.

NOTE BY THE NCPhA: The formation of a Physician/Pharmacist Relations Committee, at the county level and on a permanent basis, is recommended.

Discuss this with the president of the county/medical pharmaceutical organizations, or in the absence of such organizations, committee can be established by interested physicians/pharmacists.

For continuity of effort, appointments should be for 3 to 5 years.

THE HI-FI'S ARE COMING

and so will your customers—

for new

Fabulous . . . the proved power of Sealtest's Hi-Fi advertising program! *Two* full-color Hi-Fi ads are coming soon in your local newspaper, to help launch this exciting *new* ice cream. And there will be lots of colorful point-of-sale materials. Plus a specially designed carton for each new flavor.

Scoop up some extra ice cream profits. Feature this new Sealtest flavor at your fountain and in your cabinet.

Sealtest
TRADE MARK
ICE CREAM

Available in bulk and cartons

What Is Poverty?

by JO GOODWIN PARKER
Florida Public Welfare News

You ask me what is poverty? Listen to me. Here I am, dirty, smelly, and with no "proper" underwear on, and with the stench of my rotting teeth near you. I will tell you. Listen to me. Listen without pity. I cannot use your pity. Listen with understanding. Put yourself in my dirty, worn out, ill fitting shoes, and hear me.

Poverty is getting up every morning from a dirt and illness stained mattress. The sheets have long since been used for diapers. Poverty is living in a smell that never leaves. This is a smell of urine, sour milk, and spoiling food sometimes joined with the strong smell of long-cooked onions. Onions are cheap. If you have smelled this smell, you did not know how it came. It is the smell of the outdoor privy. It is the smell of young children who cannot walk the long dark way in the night. It is the smell of the mattresses where years of "accidents" have happened. It is the smell of the milk which has gone sour because the refrigerator long has not worked, and it costs money to get it fixed. It is the smell of rotting garbage. I could bury it, but where is the shovel? Shovels cost money.

Tired

Poverty is being tired. I have always been tired. They told me at the hospital when the last baby came, that I had chronic anemia caused from poor diet, a bad case of worms, and that I needed a corrective operation. I listened politely—the poor are always polite. The poor always listen. They don't say that there is no money for iron pills, or better food, or worm medicine. The idea of an operation is frightening and costs so much that, if I had dared, I would have laughed. Who takes care of my children? Recovery from an operation takes a long time. I have three children. When I left them with "Granny," the last time I had a job, I came home to find the baby covered with fly specks, and a diaper that had not been changed since I left. When the dried diaper came off, bits of my baby's flesh came with it. My other child was playing with a sharp bit of broken glass, and my oldest was playing alone at the edge of a lake. I made $22 a week, and a good nursery school costs $20 a week for three children. I quit my job.

(Continued on page 32)

Pharmacists, by reason of the Welfare Drug Program, are becoming familiar with the total Welfare Program in North Carolina. There has been some criticism of over-utilization of the programs but for the most part, Welfare does exceedingly well with its personnel and budget.

Recently, to get a first-hand impression of Welfare at work, a medical service representative requested and received permission to accompany a Welfare caseworker on an afternoon of home (four) visits. At the end of the day, the MSR was so depressed he was unable to eat his usual dinner. Perhaps this explains why the average Welfare caseworker resigns after 18 months of service.

Welfare Vendor Payment Data

	December	*July 1-Dec. 31*			January (Estimate)	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	3,407	$ 687,497.39	24,864	$5,793,652.70	3,391	$432,714.40
Outpatient	2,902	45,794.69	23,753	346,185.24	2,727	35,866.70
Pharmacy	44,879	565,320.00	297,048	3,649,469.36	32,800	414,300.00
Dental	158	3,058.00	974	20,762.26	110	2,200.54
Total	51,346	$1,301,670.08	346,639	$9,810,069.56	39,028	$885,081.64

(Continued from page 31)

Dirt

Poverty is dirt. You say in your clean clothes, coming from your clean house, "anybody can be clean." Let me explain about housekeeping with no money. For breakfast I give my children grits with no oleo, or cornbread without eggs or oleo. This does not use up many dishes. What dishes there are, I wash in cold water and with no soap. Even the cheapest soap has to be saved for the baby's diapers. Look at my hands, so cracked and red. Once I saved for two months to buy a jar of Vaseline for my hands and the baby's diaper rash. When I had saved enough, I went to buy it and the price had gone up two cents. The baby and I suffered on. I have to decide every day if I can bear to put my cracked, sore hands into the cold water and strong soap. But you ask why not hot water? Fuel costs money. If you have a wood fire it costs money. If you burn electricity, it costs money. Hot water is a luxury. I do not have luxuries. I know you will be surprised when I tell you how young I am. I look so much older. My back has been bent over wash tubs every day for so long, I cannot remember when I ever did anything else. Every night I wash every stitch my school age child has on and just hope her clothes dry by morning.

Danger

Poverty is staying up all night on cold nights to watch the fire, knowing one spark on the newspaper covering the walls means your sleeping children die in flames. In summer, poverty is watching gnats and flies devour your baby's tears when he cries. The screens are torn, and you pay so little rent you know they will never be fixed. Poverty means insects in your food, in your nose, in your eyes, and crawling over you when you sleep. Poverty is hoping it never rains, because diapers won't dry when it rains and soon you are using newspapers. Poverty is seeing your children forever with runny noses. Paper hankerchiefs cost money, and all your rags you need for other things. Even more costly are antihistimines. Poverty is cooking without food and cleaning without soap.

Asking

Poverty is asking for help. Have you ever had to ask for help, knowing your children will suffer unless you get it. Think about asking for a loan from a relative, if this is the only way you can imagine asking for help. I will tell you how it feels. You find out where the office is that you are supposed to visit. You walk around that block four or five times. Thinking of your children, you go in. No one greets you. Everyone is too busy. Finally someone comes out, and you tell her you need help. That never is the person you need to see. You go see another person and, after spilling the whole shame of your poverty all over the desk between you, you find that this isn't the right office after all—you must repeat the whole process. And it never is any easier at the next place. Funny, but you don't notice what the office looks like the first time you see it. You are enveloped in a cloud of your shame at asking.

You have asked for help and, after all it has cost you, you are told to *wait*. You are told why, but you don't really hear because of the red cloud of shame and the rising black cloud of despair.

No Good-By

Poverty is remembering. It is remembering quitting school in junior high because "nice" children had been so cruel about my clothes and my smell. The attendance officer came. My mother told him I was pregnant. I wasn't, but she thought that I could get a job and help out. I had jobs off and on, but never long enough to learn anything. Mostly I remember being married. I was so young then. I am still young. For a time, we had all the things you have. There was a little house in another town, with hot water and everything. Then my husband lost his job. There was unemployment insurance for a while and what few jobs I could get. Soon all our nice things were repossessed and we moved back here. I was pregnant then. This house didn't look so bad when we first moved in. Every week it gets worse. Nothing is ever fixed. We now had no money. There were a few odd jobs for my husband, but everything went for food then, as it does now. I don't

know how we lived through three years and three babies, but we did. I'll tell you something. After the last baby I destroyed my marriage. It had been a good one, but could you keep on bringing children into this dirt? Did you ever think how much it costs for any kind of birth control? I knew my husband was leaving the day he left, but there were no good-byes between us. I hope he has been able to climb out of this mess somewhere. He never could hope to, with us to drag him down.

$78 A Month

That's when I asked for help. When I got it, you know how much it was? It was, and is, $78 a month for the four of us; that is all I ever can get. Now you know why there is no soap, no needles and thread, no hot water, no aspirin, no worm medicine, no hand cream, no shampoo. None of these things forever and ever and ever. So that you can see clearly, I pay $20 a month rent, and most of the rest goes for food. For grits and cornmeal, and rice and milk and beans. I try my best to use only the minimum electricity. If I use more, there is that much less for food.

Crime

Poverty is looking into a black future. *Your* children won't play with my boys. Mine will turn to other boys who will steal to get what they want. I can already see them behind the bars of their prison instead of behind the bars of my poverty. Or they will turn to the freedom of alcohol or drugs, and find themselves enslaved. And my daughter? At best, there is for her a life like mine. It would be sensible of me to wish her dead.

But you say to me, there are schools. Yes, there are schools. My children have no extra books, no magazines, or extra pencils, or crayons, or paper and most important of all, they do not have health. They have worms, they have infections, they have pink eye all summer. They do not sleep well on the floor, or with me in my one bed. They do not suffer from hunger, my $78 keeps us alive, but they do suffer from malnutrition. Oh, yes, I do remember what I was taught about health in school. It doesn't do much good. In some places there is a surplus commodities program. Not here. The county said it costs too much. There is a school lunch program but I have two children who will already be damaged by the time they get to school.

Infection

But you say to me, there are health clinics. Yes, there are health clinics and they are in the towns. I live out here eight miles from town. I can walk that far (even if it is 16 miles both ways) but can my little children? My neighbor will take me in when he goes; but he expects to be paid, *one way or another*. I bet you know my neighbor. He is that large man who spends his time at the gas station, the barber shop, and the corner store complaining about the government spending money on the immoral mothers of illegitimate children.

Moral Acid

Poverty is an acid that drips on pride until all pride is worn away. Poverty is a chisel that chips on honor until honor is worn away. Some of you say that you would do *something* in my situation, and maybe you would, for the first week or the first month, but for year after year after year?

Loss of Pride

Even the poor can dream. A dream of a time when there is money. Money for the right kinds of food, for worm medicine, for iron pills, for toothbrushes, for hand cream, for a hammer and nails and a bit of screening, for a shovel, for a bit of paint, for some sheeting, for needles and thread. Money to pay for a trip to town. And oh, money for hot water and money for soap. A dream of when asking-for-help does not eat away the last bit of pride. When the office you visit is as nice as the offices of other governmental agencies, when there are enough workers to help you quickly; when workers do not quit in defeat and despair. When you have to tell your story to only one person, and that person can send you for other help and you don't have to prove your poverty over and over and over again.

I have come out of my despair to tell you this. Remember I did not come from another place or another time.

Orange County

Prescriptions/Drugs $1 Million Per Year

Residents of Orange County are spending more money in drug stores these days.

Their expenditures for medicines and for drug sundries have been going up, year by year, in step with their rising earnings. Currently, the annual outlay is $1,083,000.

All other conditions being equal, families with larger incomes buy more vitamins, salves, tonics and other remedies than those with lower incomes.

Such are the findings of the National Center for Health Statistics, following a special year-long study it has just completed. It involved interviews with representative families in every part of the country.

In Orange County's geographic region, the average outlay in the year for medicines was $22.80 per person. This compares with $21 per person throughout the United States as a whole.

Of the $22.80 locally, $17.50 was for medications that were purchased on written prescriptions from physicians.

The remaining $5.30 was for aspirin, laxatives, cough remedies, antiseptics and other non-prescription drugs.

Applying this average to the entire local population, Orange County's medicine bill comes to $1,083,000, approximately.

Nationally, during the 12-month period, nearly $4 billion was spent for medicines of all kinds, the survey shows. This is exclusive of drugs dispensed in hospitals and other institutions.

It is found that the amount of medicine that people use varies with sex, with age and with the part of the country in which they live.

Women, for example, spend $18.20 a year for prescribed medicines, on average, compared with $12.30 spent by men.

Family size is also a factor. In large families, where the number of children is greater, the per capita cost is considerably lower.

Total annual sales in Orange County's drug stores, according to the latest figures released by Sales Management, amount to $1,960,000.—*The Chapel Hill Weekly*, January 18, 1967.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

UNC PHARMACY SCHOOL NOTES

The Drug Symposium annually held in Chapel Hill is scheduled to start on February 22. As in past years the weekly meetings will be on Wednesday evening starting at 8:00 P.M. in the School of Pharmacy building (Beard Hall). The theme of the seminar concerns blood and the drugs affecting it. The lecture topics are as follows:

"Origin, function and composition of blood—formation of red and white blood cells, function of hemoglobin, and blood platelet production."

"Mechanism of blood clotting and agents (dicumarol, heparin, Vitamin K) affecting it."

"Metabolism of iron—its function, absorption, mechanism of transport, distribution, storage and excretion."

"Anemias and their treatment—iron deficiency, pernicious, hemolytic, pregnancy, dyshemopoietic."

"Drug-induced disorders of the blood."

"Recent advances in leukemia therapy." Physicians and professors at UNC Memorial Hospital and the School of Medicine will be the instructors for the course.

A multi-disciplinary seminar program entitled "Some Aspects of Pre- and Post-Junctional Phenomena" as these pertain to cholineacetylase inhibitors has been planned for February 3. This will bring to the school research scientists who are internationally known in their particular areas of endeavor. The speakers and their topics are:

Dr. Francis F. Foldes, Professor of Anesthesiology at the Albert Einstein College of Medicine—"Introduction and Potential Biomedical Interests"

Dr. J. Crispin Smith, Research Biochemist at Montefiore Hospital and Medical Center—"Biochemical Methods and Results"

Dr. C. J. Cavallito, Professor of Medicinal Chemistry at the UNC School of Pharmacy—"Some Structural and Physical Chemical Observations"

Dr. Peter Waser, Professor of Pharmacology at the University of Zurich in Zurich, Switzerland—"Autoradiographic Studies of the Mechanism of Action of Neuromuscular Blocking Agents"

Dr. William L. Nastuk, Professor of Physiology at Columbia University—"Activation and Inactivation of Postjunctional Membrane Receptors"

On February 16 Dr. Philip S. Portoghese, Associate Professor of Pharmaceutical Chemistry at the University of Minnesota, will be a guest speaker. The title of his talk is "Synthesis, Analgesic Activity, and Physiological Distribution of Bridged Meperidine Analogs."

Dean Hager attended a meeting of a Panel of Education and Supply of Health Manpower in New York on December 4 and 5; on December 5 and 6 he was in Philadelphia for a meeting of the Committee on Modern Methods of Handling Chemical Information (National Academy of Sciences).

The Executive Committee of the North Carolina Academy of Practical Instructors in Pharmacy met in Chapel Hill on January 8. Drs. Hager and Chambers were invited guests to the meeting.

A seminar entitled "Modern Aims and Modern Methods in the Use of Information" was given by Dean Hager at the University of Rhode Island College of Pharmacy on January 12. He discussed "Recruitment of Students for Pharmacy" at a dinner meeting of the Durham-Orange Pharmaceutical Society on January 16.

DOINGS

OF THE AUXILIARIES

ASHEVILLE—Mrs. R. C. Sisk
CHAPEL HILL—Mrs. George Cocolas
CHARLOTTE—Mrs. Gilbert Colina
DURHAM—Mrs. Hunter Kelly
ROWAN-DAVIE—Mrs. Denham Holshouser

Chapel Hill

The Chapel Hill Auxiliary held its January meeting at the home of Mrs. R. L. Fowler, Jr., to see and hear about the doll houses which Mrs. Fowler has designed and furnished, all in accordance with best interior decorating principles.

Mrs. Fowler demonstrated her methods in making the furniture from "useless" items such as milk cartons, detergent boxes, broken jewelry, bits of upholstery, etc.

Special guests at the meeting were members of the Durham Mortar and Pestle Club and the Pharmacy Wives Organization.

Mrs. George Cocolas, Chapel Hill President, presided at the meeting.

Charlotte

December

A Christmas Bazaar was the theme of the Charlotte Auxiliary's December meeting. The bazaar was held in order to raise money for expenses of the annual benefit bridge. Gifts were auctioned by Mrs. Bland Robinson and Mrs. Worth Blackmon. The meeting was held at the Biltmore Dairy Bar, with Mrs. John Morton presiding.

January

Miss Joan Puryear, handwriting analyst, spoke at the January meeting of the Charlotte Auxiliary. Miss Puryear, who is conducting a handwriting research project at a local high school, demonstrated handwriting analysis at the meeting. Each member was asked to write a short paragraph on a subject of her own choosing and Miss Puryear pointed out the different personality traits of the writer.

Members were reminded by Mrs. Morton, president, to send items in for the state project.

Durham

Members of the Mortar and Pestle Club held their January meeting at the home of Mrs. B. W. Spencer. They wrapped bandages for the American Cancer Society.

Club president, Mrs. Hunter Kelly, presided at the business meeting. It was announced that the next meeting would be a joint business luncheon with the Chapel Hill Auxiliary, scheduled for February 15 at Blair House.

Asheville

Mrs. Hayes Hall and Mrs. Philip Crouch were hostesses for the January meeting of the Western North Carolina Auxiliary, which was held at the Hall home on Mayfair Drive in Enka.

Plans were discussed for a rummage sale to be held in March at 31 Biltmore Avenue.

Following the luncheon, bridge was played with Mrs. L. G. Crouch, Mrs. George Bryan, Mrs. J. W. Brown, and Mrs. R. C. Sisk receiving prizes.

Rowan-Davie

At the January meeting of the Rowan-Davie Auxiliary, Jehan LeJeune, exchange student from France, studying at Boyden High School of Salisbury, told members about his life and family. He illustrated his talk with slides made in Bologne, France, where he lives.

Mrs. Edwin Fuller, Jehan's American mother, introduced him and said he was making a good adjustment to their home and to the customs here.

Mrs. Robert Brunson presided at the session and Mrs. Robert Milton led the devotions.

Mrs. Frank Carrigan and Mrs. Paul Miller were hostesses for the meeting which was held at the Salisbury Country Club.

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Tom Sanders, Raleigh
VICE-PRESIDENT: Hugh Sconyers, Charlotte
SECY.-TREAS. J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

F. A. "Dick" Frayser, Jr. has been named Division Manager of A & J Hospital Supply Company, which was recently acquired by Owens, Minor & Bodeker. OMB will operate A & J as a separate division.

Mr. Frayser was formerly Southeastern Regional Sales Manager for Physicians Products Company of Petersburg.

* * *

Richard E. Davenport, 4861 Westchester Road, Winston-Salem, a graduate of Atlantic Christian College, has been appointed a MSR for Pfizer Laboratories.

* * *

The year 1966 was a banner year for the Speakers Bureau of Smith Kline & French Laboratories. A record 2,300 speeches were given by the 500 trained speakers of the Bureau.

* * *

After 36 years with Lanee, Bruce Dean has retired (1-1-67). We understand he will do some part-time work in Raleigh as a salesman for one of the Chevrolet firms.

* * *

A. H. Robins Company has split its present Virginia and Southeastern Divisions into three new divisions: Virginia, Carolina and Georgia Divisions.

The Virginia Division includes Eastern North Carolina with R. Gordon Hoy of Richmond as manager.

The new Carolina Division includes Western North Carolina and the State of South Carolina. Fred M. Culbreth of Raeford, who formerly headed the Southeastern Division, will manage the Carolina Division.

* * *

William A. Seroggs has joined A. H. Robins Company as a medical service representative in the Asheville area.

Deaths

WILMOT McELVEEN

Wilmot McElveen, a life member of the TMA, died September 4. For a number of years Mr. McElveen represented The Nyal Company in North Carolina.

TMA Officers/Board Meet

Entertainment plans for the May 7-9 meeting of the NCPhA and Affiliated Auxiliaries were discussed in Winston-Salem on January 22 by the officers and board of directors of the TMA.

W. H. (RED) WORLEY, JR.
TMA Entertainment Chairman

Watch your Easter sales hop

. . . **with candies from Hollingsworth's!** Easter time means candy, and naturally your customers want the very best. Hollingsworth's is the candy people ask for again and again. Pre-sold by colorful point-of-purchase displays and reminder advertising. So be ready when they ask. Now is the time to inquire about Hollingsworth's fine candies in our largest and best selection of Easter candies and baskets ever. Stand by to watch your Easter sales hop! Write Hollingsworth's, Box 902, Augusta, Georgia 30903.

Hollingsworth's
UNUSUAL CANDIES

Your representative is
Hugh K. Sconyers, 1523 Coventry Road
Charlotte, N. C.
Phone: 704 366-3180

NEWS
from the local-sectional pharmaceutical societies

Alamance

A program by Southern Bell on telephone answering and recording devices highlighted the January meeting of the Alamance Pharmaceutical Society held in Burlington.

The Society passed two resolutions:

(1) Endorsed proposal by Jaycees to convert old Post Office Building to a Community Arts Center.

(2) Express appreciation to the N. C. Pharmaceutical Association for setting up the finest Welfare Rx Program in the country.

Jack Watts reported on a meeting with the county medical society in regard to prescriptions phoned in by nurses. A Medical/Pharmacy Relations Committee is being established in Alamance County.

The following newly elected officers will be installed at the Annual Valentine Dinner-Dance: President, Jack Watts; Vice President, Elmo McCorkle; Secretary-Treasurer, Ronnie Hargis.

Buncombe County

New officers elected at the January 17 meeting of the Buncombe County Pharmaceutical Society are: James W. Adams, president; Roger Spittle, vice-president; M. A. Scott Jr., secretary-treasurer. Hayes Hall, James R. West and W. T. Sisk were elected to the Executive Board, Sisk being reelected. Outgoing president Frank Akins who would have automatically become a member of the board, declined on account of having moved to Haywood County. A change in the by-laws was effected to combine the offices of secretary and treasurer.

A change of meeting date from the third Tuesday to the third Thursday of the month will be tried and studied as a means of determining the best time to meet in order to maintain respectable attendance. The Society uses the medical library of Memorial-Mission Hospital, Asheville as a meeting place.

* * *

Philip Goforth has purchased from his partner Frank Akins the latter's interest in Barefoot-Tatum Drugs. Akins has accepted the position of chief pharmacist at Haywood County Hospital in Waynesville. For the present he will retain his residence in Asheville and commute daily to Waynesville.

Durham-Orange

Dr. George P. Hager, Dean of the School of Pharmacy, University of North Carolina, was guest speaker at the January 16 meeting of the Durham-Orange Pharmaceutical Association in Durham.

Dean Hager discussed in detail some of the major reasons for selecting pharmacy as a career and why the UNC School of Pharmacy offered the best possible answer as to where to obtain a pharmaceutical education.

Hunter Kelly reported on progress being made towards setting up a Medical/Pharmacy Relations Committee.

The Association discussed the possibility of sponsoring a theme-writing pharmacy student recruitment program in Durham and Orange County. R. L. Billeter, named chairman, will outline the details at February meeting of the Association. Guest speakers at that time (February 27) will be NCPhA President and Mrs. C. D. Blanton, Jr. of Kings Mountain.

News Briefs

Albemarle—Tom M. Yost, Phillips Drug Company, has been named 1967 Heart Fund Chairman for Stanly County.

Burnsville—Charles B. Gillespie, Jr., Pollard's Drug Store, has been named a member of the Yancey County Board of Elections.

Williamston—Herbert Taylor is now associated with Davis Pharmacy. He recently retired from the S. E. Massengill Company after 37 years of service.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

FOR SALE—Pharmacy in the Raleigh area. Established 4 years with 6 years on a 10 year lease. Annual Volume $200,000 with 45% in prescriptions. HR-2.

WANTED—Pharmacist. 44 hour week, good salary, insurance and hospitalization. Chance for advancement with progressive company. John H. Myhre, Kerr Drugs, Goldsboro, N. C.

WANTED—Hospital pharmacist for Duke Hospital Pharmacy. 40 hours per week; liberal fringe benefits. Details from I. T. Reamer, Pharmacy, Duke University Medical Center, Durham, N. C.

Births

Mr. and Mrs. James E. Arena of Durham announce the birth of a son, James Edward, Jr., December 22nd. The father graduated in 1959 from the UNC School of Pharmacy; the mother, the former LuRuth Sutton, was a member of the 1960 class. Mr. Arena is with Kerr Rexall Drug of Wellons Village, Durham.

Marriages

George Oliver Markham, 1963 graduate of the UNC School of Pharmacy, and Miss Patsy Hall Spell of Roseboro, were married December 25th at Hall's Methodist Church of Autryville. Mr. Markham, son of Pharmacist and Mrs. George W. Markham, of Fayetteville, is associated with his father in the operation of Markham Drug Company.

Deaths

TOM SIMPSON

Thomas Skinner Simpson, a retired pharmacist and drug salesman passed away Saturday, January 7, in Forsyth Memorial Hospital, Winston-Salem. Mr. Simpson was born January 16, 1880 in Raleigh. He was sales representative for Justice Drug Company, Greensboro, from 1908 until his retirement in 1954. He was named to the North Carolina Hall of Fame in Pharmacy in 1954. He was a member of the St. Paul's Episcopal Church, the Twin City Club in Winston-Salem, and a Life Member of the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association. A daughter survives.

C. H. BEDDINGFIELD

Charles H. Beddingfield, 72, Clayton pharmacist since 1919, died February 4 following an extended illness.

For many years Mr. Beddingfield operated the Beddingfield Drug Company of Clayton, which is now under the active management of his son, Charles, Jr.

Mr. Beddingfield was a past president of the Clayton Rotary Club and served on the Johnston County Board of Health for a number of years.

Survivors include, in addition to his son, two daughters and four grandchildren.

JOHN R. SMITH

John R. Smith, 47, operator of drug stores in Hickory, N. C. and Rock Hill and Lancaster, S. C., was killed February 1 when his car hit a tree near Kings Mountain.

He was returning to Rock Hill from Hickory when his automobile smashed down a large tree and came to rest in the hole from which the tree was uprooted.

H. H. ALLEN

Harry H. Allen, 78, Cherryville pharmacist, died January 23 in a Gastonia hospital.

Mr. Allen established Allen's Drug Store in 1916. He was a former mayor of Cherryville, a director of the Cherryville National Bank and served on numerous boards and civic organizations of Cherryville.

Among the survivors is Harry H. Allen, Jr., a pharmacist now operating the Allen Drug Company.

J. H. STIMSON

John Halbert Stimson, 83, former operator of Logan Stimson Drug Company, Statesville, died January 21 in Dunedin, Florida after a heart attack. Mr. Stimson retired six years ago.

THE MEDICARE PROGRAM *WILL* MEAN MORE PROFIT FOR YOU.

If you have a complete Convalescent Aid Department

The profit opportunity of a lifetime! Low investment—Big ticket sales—High profit—No cut price competition.

Make your store a one-stop center for Convalescent Supplies including Wheel Chairs, Beds, Walkers, Commodes, etc.

Promotional and display materials are available upon request.

See our representative now so that you will be ready to participate in this profitable business.

OWENS, MINOR & BODEKER, INC.

1010 Herring Avenue
Wilson, North Carolina

THE HOUSES *of*

Friendly and Dependable SERVICE

Year after Year

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

The Carolina JOURNAL OF PHARMACY

Volume XLVIII March, 1967 Number 3

CAMPTOTHECIN—ANTICANCER AGENT?—See Page 5

easy
does
it!
M-73
100 TESTS (APPROX.)
TES-TAPE®
Urine Sugar Analysis Paper
Protect from direct light,
excessive moisture, and heat.
Lilly
FOR URINE SUGAR
ANALYSIS ONLY
XA7109
AMX
DIRECTIONS — ON BACK
APPROX.
0
0%
+
1/10%
++
1/4%
+++
1/2%
++++
or more
2%
It's also
easy to make
"extra" sales by
suggesting
Tes-Tape® to your
diabetic customers.
Lilly
Tes-Tape®
(urine sugar analysis
paper, Lilly)
328023

Congratulations!

TO THE 1967 SCHOOL OF

PHARMACY GRADUATING CLASS

Our Best Wishes for Success and
Happiness in the Years Ahead!

MEMBER NWDA WHOLESALER

member DSC wholesaler

JUSTICE DRUG COMPANY

1201 Valley Park Drive

Greensboro, N. C.

In our 69th year of Service Retail Druggists of North Carolina

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

March, 1967

VOL. XLVIII No. 3

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

C. D. BLANTON, JR.
Kings Mountain

★

Vice-Presidents

S. D. GRIFFIN, JR.
Burlington

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Camptothecin-Anticancer Agent? 5
1967 Pharmacy Bill 6-7
Comments on Pharmacy Bill 8
State Board of Pharmacy 16
Tar Heel Digest 19
Action by NCPhA Executive Committee 21
Pharmacy of the Month 25
Gilpin Announces Drug Recall Service 29
News of the Local/District Societies 31
TMA News Briefs 32
UNC Pharmacy School Notes 33
Doings of the Auxiliaries 36
Graduates, UNC School of Pharmacy, '67 39
Convention News 47

ADVERTISERS

B. C. Remedy Company 28
Berryhill Fountain Sales 22
Davenport-Dillard, Inc. 25
Geer Drug Co. 10-30
Henry B. Gilpin Company 22
Justice Drug Company 1
Grant E. Key, Inc. 26
W. H. King Drug Co. and Associates ..... 4th Cover
Lance, Inc. 18
Eli Lilly & Company ..... 2nd Cover
Lederle Laboratories 17
McCourt Label Company 19
McKesson and Robbins 24
Nunnally's 20
Owens, Minor & Bodeker ..... 3rd Cover
Ramsey Manufacturing Corporation 18
A. H. Robins 14
E. N. Rowell Company 27
Scott Drug Company 2
Seeman Printery 21
Smith Wholesale Drug Company 23
Stanback Company, Ltd. 9
Upjohn Company 12

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Spotlight on Tom Reamer

Tom Reamer, Chief Pharmacist at Durham's Duke Hospital and North Carolina's first (1931) hospital pharmacist, was the subject of a Wyatt Dixon sketch in the February 10 edition of *The Durham Sun*.

Reamer heads a pharmacy staff of 17 persons who handle more than a half million orders each year. It is the largest hospital pharmacy operation in the Southeast.

Active for nearly 40 years in pharmacy at the local, state and national level, honors and assignments have come to Reamer as a recognized leader in his field. The list is endless. Currently he is serving as a member of the NCPhA Committee on Mental Health.

Clay Now Partner In Operation of Hall's Drug Store, Oxford

J. B. Clay is now a partner in the operation of one of the state's oldest (established 1879) drug firms—Hall's Drug Store, Oxford.

The change took place on January 1 when Sam C. Hall retired as one of the owners of the firm. His brother, John Perry Hall, and Mr. Clay will now operate the drug store.

Complete retirement for Mr. Sam C. Hall is not indicated as he will be available as needed. He continues as a member of the board of directors of the Planters National Bank & Trust Company of Rocky Mount and a director of the Granville Savings & Loan Association.

Jenks Elected President

K. B. Jenks, a pharmacist with Graham Drug Store, has been installed as president of the Graham Merchants Association for the current year.

Vice-President of the Association is also a pharmacist—Larry B. McAllister of Wrike Drug Company.

Grand Opening For Henderson Drug #2

The grand opening of Henderson Drug Company's second store (416 Dabney Drive, Henderson) was observed February 13 through February 18.

A series of daily prizes and a grandprize (Admiral Stereo) were given away during the opening.

Operators of the pharmacy are Clarence E. Page, Jr., William H. (Bill) Mast and W. J. (Bill) Hill is the firm's manager/pharmacist.

Fleming Elected

Oliver Fleming was elected president of the Johnston County Pharmaceutical Society at a reorganizational meeting in Smithfield on March 7.

Serving with President Fleming will be Grover Creech, Vice President, and Marshall Sasser, Secretary-Treasurer.

Guest speaker for the meeting was NCPhA Secretary W. J. Smith of Chapel Hill.

Mitchell—Bank Officer

John D. Mitchell, pharmacist owner of Martin Drug Company, Kannapolis, has been elected to the Board of Directors of Security Bank & Trust Company, Salisbury.

Mr. Mitchell has been on the board of managers of Security's Kannapolis branch since it was established in 1951.

Mitchell is a past president of the Kannapolis Rotary Club, the Cabarrus County Pharmaceutical Association and formerly served on the Kannapolis City School Board. He is a graduate of the UNC School of Pharmacy.

Cover Page

Camptotheca acuminata, a tree native to China and Tibet, is being grown in the plant growth room of the UNC School of Pharmacy. The plant shown is one of eight started from seedlings supplied by the U. S. Department of Agriculture. See details on opposite page.

FEBRUARY COVER. Pictured was the historic Winslow Mortar & Pestle, now in the Pilgrim Museum, Plymouth, Mass. Was part of equipment brought over on Mayflower.

Camptothecin—Anticancer Agent?

Jack K. Wier, Ph.D.
Assistant Professor of Pharmacognosy
School of Pharmacy, University of North Carolina

The search for new medicinal agents with which to treat the various forms of neoplasms, known generally as cancer, is a major occupation of hundreds of investigators in the United States. North Carolina has its share of such scientists. The men and women of the Chemistry and Life Sciences Laboratory (formerly the Natural Products Laboratory) of the Research Triangle Institute have been engaged in searches for new anti-cancer agents for over six years. The director of that laboratory is Dr. Monroe E. Wall. One of the investigational programs in which Dr. Wall and his coworkers have been intensively engaged over the years is the screening of plant materials for anti-cancer activity. This group of scientists has been making extracts of hundreds of plants, gathered from all over the world, in the hope that some of these extracts will contain chemical substances capable of inhibiting cancerous growths. All of these extracts have been tested for cancer inhibition at the Cancer Chemotherapy National Service Center of the National Cancer Institute, National Institutes of Health. As is usual in scientific investigations, the vast majority of such extracted plant principles have shown little ability to inhibit cancers. From this search, however, has come a novel substance which does show promise as an aid in man's war on cancer.

In June, 1966, at the annual meeting of the International Union of Pure and Applied Chemistry held in Stockholm, Sweden, Dr. Wall disclosed the results of the work of his team in isolating a previously unknown chemical compound which shows promise in the treatment of leukemia. This substance is an alkaloid isolated from *Camptotheca acuminata*, a tree native to China and Tibet. Dr. Wall's group has named this alkaloid camptothecin.

At the present time, the Cancer Chemotherapy National Service Center is planning to undertake an extensive program of pharmacological testing of camptothecin on leukemia-inoculated mice. The results of these large-scale animal tests will determine whether camptothecin is suitable for clinical trials in humans. Dr. Wall cautions that several years of investigation lie ahead before it can be determined if camptothecin has a place in medicine. There is always the possibility that this substance will fail to qualify as a useful and reasonably safe anti-cancer agent.

The problem of supply of this chemical substance is acute. It exists in the Camptotheca tree in a concentration of only 0.1%, on a dry weight basis, and the tree is not native to this country. A few specimens of the tree do exist in the United States as a result of its importation some thirty years ago by the United States Department of Agriculture. The RTI group is approaching the problem of camptothecin supply by all possible avenues. Chemists at RTI are attempting laboratory synthesis of camptothecin, but so far their efforts are not successful.

Dr. Wall considers that if the biochemical pathways by which the Camptotheca tree produces camptothecin can be discovered, it may be possible to induce the tree to produce a higher yield of camptothecin. He is collaborating on this line of approach with Dr. Jack K. Wier of the U.N.C. School of Pharmacy. The United States Department of Agriculture has provided these men with eight Camptotheca seedlings. These seedlings are being grown in the plant growth room at the School of Pharmacy, and new plants are being started from cuttings taken from the original eight plants. The first aim of this investigation is to discover the earliest age at which the plant produces camptothecin. Once this is established, the plants will be fed radioactively labeled chemical substances which the investigators suspect to be the precursors of calptothecin. Drs. Wall and Wier have been awarded a $1724 grant by the United Medical Research Foundation of North Carolina to support these initial phases of their investigation.

COMMENTS ON G.S. 90-65 AS MODERNIZED

This section is a part of that portion of the General Statutes of North Carolina commonly referred to as the Pharmacy Law. It was enacted in 1905, sixty-two years ago, and has not been changed since that time. The objective of this section as well as that of all of the other sections of the Pharmacy Law, is to protect the public health through the proper regulation of the practice of pharmacy, the places where pharmacy is practiced and those who engage in practice. This section is one of the tools which was supplied to the Board by the Legislature for that purpose. As can be seen from the broadly stated offenses which are subject to action as presently written, it was designated to deal with a much less complicated day when drugs and their care did not hold the potential for abuse and public danger as is the case today. The purpose of this Bill is to more clearly define the disciplinary powers of the Board of Pharmacy and to place definite limitations on those powers as well as to bring up to date conditions under which they may be exercised. The present law authorizes the Board to revoke a license but it does not provide for the less drastic action of suspending same. This revision does three main things:

(1) It permits the Board to suspend a license or permit in certain cases where the penalty of revocation might be too severe.

(2) It makes definite, for all to know, the grounds on which the Board might act.

(3) It requires of the owner of a drug store or pharmacy the same degree of responsibility for compliance with the law as is now required of the pharmacist.

G.S. 90-65 AS PRESENTLY IN EFFECT

G.S. 90-65. *When license refused or revoked; fraud.*—The Board of Pharmacy may refuse to grant a license to any person guilty of felony or gross immorality, or who is addicted to the use of alcoholic liquors or narcotic drugs to such an extent as to render him unfit to practice pharmacy; and the Board of Pharmacy may, after due notice and hearing, revoke a license for like cause, or any license which has been procured by fraud. Any license or permit, shall be void and of no effect in law. Renewal thereof, obtained through fraud or by any fraudulent or false representations (1905, c. 108, ss. 17, 25; Revisal of 1905, s. 4483; Consolidated Statutes, s. 6661.)

Legislative Committee

Members of the NCPhA Legislative Committee are: Robert B. Hall, Chm., Mocksville; James L. Creech, Smithfield; L. K. Edwards, Jr., Stantonsburg; Jesse M. Pike, Concord; W. H. Randall, Jr., Lillington; Earl H. Tate, Lenoir; and W. A. West, Roseboro.

A First for North Carolina Pharmacy

For the first time in the history of The General Assembly of North Carolina, The House Health Committee and The Senate Health Committee are headed by pharmacists.

Senator John T. Henley is chairman of The Senate Health Committee and his counterpart on the House side of the Assembly is Representative Earl H. Tate.

Both of these pharmacists are veteran members of North Carolina's legislative body, and, as an indication of the high regard accorded them in Raleigh, both pharmacists have other committee assignments—more than ten in the case of Senator Henley.

A third pharmacist—B. Paul Woodard of Princeton—is beginning his first term as a member of The House of Representatives from Johnston County. A number of important committee assignments have come his way since the Assembly went into session on February 8.

A BILL TO BE ENTITLED AN ACT TO REWRITE G.S. 90-65 RELATING TO THE POWER OF THE BOARD OF PHARMACY TO SUSPEND, REVOKE, OR REFUSE TO RENEW A PHARMACIST'S LICENSE OR A DRUG STORE PERMIT.

The General Assembly of North Carolina do enact:

Section 1. That G.S. 90-65 be and the same is hereby rewritten to read as follows:

"G.S. 90-65. *Denial, suspension, revocation or refusal to renew pharmacist's license or drug store permit.*—

"(A) The Board of Pharmacy may, after due notice and hearing, refuse to grant any license, or may suspend, revoke, or refuse to renew any license issued by it to any pharmacist or assistant pharmacist, or any permit to a physician to conduct a drug store in a village of not more than 800 inhabitants upon any of the following grounds:

"(1) fraud or false representations made in connection with securing such license or any renewal thereof;

"(2) being guilty of any felony or any offense involving moral turpitude if the felony or offense affects his fitness to practice pharmacy;

"(3) habitual indulgence in the use of narcotic or other drugs or intoxicating liquors to such a degree as renders him unfit to practice pharmacy;

"(4) fraud or false representation made in connection with the practice of pharmacy which endangers or is likely to endanger the health or safety of the public;

"(5) gross immorality;

"(6) physical or mental disability, when shown by affidavit or sworn testimony of three physicians that such conditions exist and the Board determines that it is in the interest of the public health and safety that the license should not remain in force, or be renewed, as the case might be.

"(7) failure to comply with the laws governing the practice of pharmacy and the distribution of drugs.

"(8) failure to comply with the Rules and Regulations of the Board of Pharmacy where such failure is found to endanger or is likely to endanger the health and safety of the public.

"(B) The Board of Pharmacy may, after due notice and hearing, refuse to grant any permit to any person or party for the operation of a drug store or pharmacy, or may suspend, revoke or refuse to renew the permit of any holder for the operation of any drug store or pharmacy upon the same grounds as stated in Subsection (A).

"(C) Any license or permit or renewal thereof obtained through fraud or by any fraudulent or false representations shall be void and of no effect in law."

Sec. 2. If any clause, sentence, paragraph or provision of this Act shall for any reason be adjudged by any court to be unconstitutional or invalid such judgment shall not affect or invalidate the remainder thereof but shall be confined in its operation to the clause, sentence, paragraph or provision thereof so found unconstitutional or invalid.

Sec. 3. All laws and clauses of laws in conflict with the provisions of this Act are hereby repealed.

Sec. 4. This Act shall be in full force and effect from and after its ratification.

Background Information

The proposed legislation appearing on this page was discussed and approved at the June, 1966 annual meeting of the NCPhA.

At a combined meeting of the NCPhA Executive and Legislative Committees in Chapel Hill on February 2, the Association's administrative staff was directed to arrange for introduction of the necessary bill in The General Assembly.

Introduction of the bill will be delayed until (1) The Assembly is completely organized and (2) pharmacists have an opportunity to study the proposal.

Jim Harrison (page 8) discusses the proposal in detail. We urge you to read Mr. Harrison's comments as background information to the various sections in the proposed bill.

JIMSON WEEDS

BY JIM HARRISON

Proposed Amendment to Pharmacy Laws Should Be Enacted

In "Jimson Weeds" of January it was urged that pharmacists work toward the passage of an Amendment to G.S. 90-65 of the Pharmacy Laws to be enacted by the 1967 General Assembly. The opinion this Amendment should be incorporated in the Pharmacy Laws has not changed. In fact, this opinion has been strengthened by the action of a group of pharmacists who call themselves "Pharmacists United," who have launched a campaign to enlist support in blocking or defeating legislation to amend sections of the Pharmacy Laws.

Pharmacists who seek to maintain high standards in the practice of pharmacy have long recognized that the best method of regulating the profession is that it should be done by an agency from its own practitioners. In our State this condition prevails and is in the hands of a Board of Pharmacy elected by practitioners by means of a democratic process.

That this Board has been functioning in an honorable manner despite limitations placed upon it by obsolete laws and heretofore failures of gaining much needed amendments to portions of those laws cannot be denied. The proposed Amendment sought now will in no manner depart from the objectives of any or all of the sections of the Pharmacy Laws which are to protect the public health through the proper regulation of the practice of pharmacy, the places where pharmacy is practiced, and those who engage in practice.

Some of the sections now in the statutes were written when pharmacy was less complicated and when drugs, their custody and care, did not hold the potential for abuse and public danger as prevalent today. As the laws and regulations are now written, the Board of Pharmacy is oftentimes hampered in exercising the functions ensuring the public health, hampered also in executing those functions necessary to regulate the profession and its practitioners to the end the public will receive the protection to which it is entitled.

As certain elements of 90-65 are now in force, the doctrine of "all or nothing" prevails. Now the Board is faced with the "Hobson's choice" of imposing the drastic revocation of license or permit for a minor offense not warranting such drastic punitive action, or of doing nothing. This is the main reason we repeatedly hear, "Why doesn't the Board do something?" instead of the almost never heard "Why did the Board do that?" In a majority of offenses a "suspension" of license or permit, which the proposed Amendment would provide, would serve to correct all but the most flagrant violations. Obviously the doctrine of "all or nothing" is grossly unfair to the practitioner and an elision of protection for the public.

The purpose of the proposed Amendment is to more clearly define the disciplinary powers of the Board of Pharmacy and to place definite limitations on those powers as well as to bring up to date conditions under which they may be exercised. Too, this Amendment makes definite, for all to know, the grounds on which the Board might act. It also provides for an equity in responsibility which is fair and sensible in that it requires of the owner of a pharmacy the same degree of responsibility for compliance with the law as is now required of the pharmacist.

It is inconceivable that any pharmacist

(Continued on page 11)

Why is a plastic tube better than a metal tube?

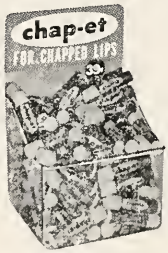
Will not cut
Will not scratch
Will not rust
No sharp edges or seams

Relief for chapped, dry, wind burned lips . . . fever blisters.

39¢ No U. S. tax

IF PRODUCT OR PERFORMANCE DEFECTIVE ★ Good Housekeeping GUARANTEES REPLACEMENT OR REFUND TO CONSUMER

COMMENDED by PARENTS' MAGAZINE AS ADVERTISED THERE IS OR USE AS DIRECTED



Counter Display
Deal #48
2 displays totaling 48 tubes — pay for 36 (12 tubes free)
49% PROFIT
Your Cost. . .$ 9.60
Selling Price. $18.72
YOUR PROFIT $9.12

Dump Display
Deal #100
28 free with 72 — 100 tubes in counter display
51% PROFIT
Your Cost . . $19.20
Selling Price. $39.00
YOUR PROFIT $19.80

Window Boxes
Deal #9
12 tubes in individual window boxes packed in display carton
45% PROFIT
Your Cost. . . .$2.56
Selling Price. . $4.68
YOUR PROFIT $2.12

Cooperative advertising available. For details write:
STANBACK CO., LTD., SALISBURY, N.C.

Yes—It's Income Tax Time Again!

HOW MANY OF *YOUR* CUSTOMERS HAVE ASKED *YOU* FOR TAX RECORDS? HOW MANY OTHER CUSTOMERS WOULD LIKE THEM? WOULDN'T YOU LIKE TO HAVE PREPRINTED STATEMENT?

TIP TOP *can build business for you with Geer's Data Processing Statement. You'll be surprised how much itemized listing of accounts can mean to you*

FOR FUTHER INFORMATION CONTACT

DATA PROCESSING COMPANY
A DIVISION OF
THE GEER DRUG COMPANY
P. O. BOX 5527 - PHONE (803) 585-0156
SPARTANBURG, S. C. 29301

PROPOSED AMENDMENT

(Continued from page 8)

who recognizes that his profession must be regulated with the welfare of the public in mind, who further recognizes that such pharmacists themselves must comprise the profession's own regulating agency, would raise opposition to this Amendment and unite to strive for its defeat.

But such opposition has emerged in the form of an organization called "Pharmacists United" which in February launched a campaign to enlist support in blocking or defeating legislation to make this Amendment part of the statutes. It is not a function of this column to attempt to interpret or pass judgment on the motives of this group. Least of all is it the function of this column to engage in a controversy with any pharmacist concerning this Amendment. Such an encounter would not uplift pharmacy and could be harmful. However, this column would be remiss in its reasons for existence if it neglected to opine the reasons this group advances for its opposition to the Amendment do not assay to true merit under analytical scrutiny. By the same token, it may be said the ideas and beliefs of this group and the ideology of this column do not reconcile. Be that as it may. If everyone thought alike, everyone would want to marry Sal, and that would never do.

CONSIDER

G.S. 90-65 if amended to read: "The Board of Pharmacy may, after due notice and hearing, refuse to grant any license, or may *suspend,* revoke, or refuse to renew any license issued by it to any pharmacist, assistant pharmacist, or any permit to a physician to conduct a drug store in a village of not more than 800 inhabitants upon any of the following grounds. . . ." Section (A) sub-section (2) "being guilty of any felony or any offense involving moral turpitude *if the felony or offense affects his fitness to practice pharmacy.*"

"Pharmacists United" strongly oppose this sub-section, but in their broadside to prospective members conveniently ignore the proviso italicized. Could this mean they feel themselves immune to the possibility of being unfit to practice under such a condition while others would be vulnerable? They claim there is not provided a definition of "moral turpitude" and that an interpretation would be left to the whims of the Board members, one or more of whom might exert pressure on the defendant because they might be competitors. This is a grave charge, if charge it is, and deserves a considered answer.

First, there is a definition of "moral turpitude." It may be found in that almost forgotten book, the dictionary. No member of the Board of Pharmacy can take credit for its interpretation, either by "whim" or by erudition. Learned judges often consult it and it would be one or more of these judges who might review the defendant's case who would be able to differentiate between a "whim" and the simple exercise of duty. One detects an implication of lack of honor applied to the pharmacists-chosen Board members and one wonders if this implication evidences an ignorance of the attribute of honor to the degree of possession of that attribute in themselves.

Sub-section (5) of (A). The "gross immorality" offense. This may also be disposed of by the direction to again consult the dictionary.

Sub-section (7) of (A). "Failure to comply with laws governing the practice of pharmacy and distribution of drugs." There is nothing unduly broad or vague about this offense. A review by means of reading all the appertaining laws will dispel the opposing pharmacists' fears of the wrong construction being placed on this sub-section. These pharmacists either trust their own chosen Board members to judge a willful violation by evidence or they do not trust them. If the latter, why not depose these members instead of trying to hamper them or any of their successors by militating against the needed legislation? Besides, the safeguards for any defendant under this offense would have the same safeguards for him as strongly in his favor as the safeguards erected for a defendant under any other offense. These safeguards are considerable, the most potent being the checks and balances imposed on the Board by the rights of a defendant under all the statutes.

(Continued on page 13)

What's in the alligator bag?

Heritage.

. . . a heritage started by the man who founded the Upjohn Company 86 years ago. He carried an alligator bag; that's why our salesmen carry one.

It stands for quality. Upjohn standards of purity and efficacy in its products are high. We insist on similarly high standards of quality and integrity in the men who represent us. Our company is judged by how well we meet or surpass these marks of excellence.

Next time an Upjohn man calls, notice his alligator bag. It stands for something important: products and selling policies that help preserve your professional and commercial integrity as well as protect your customers' well-being.

Upjohn

© 1966, The Upjohn Company— Kalamazoo, Michigan J66-6330

PROPOSED AMENDMENT

SUB-SECTION (8) OF (A)

In their opposition to this sub-section these pharmacists reveal much that borders on the vindictive, and that is sad for Pharmacy. Again they do not mention the all-important clause of "where such failure is found to endanger or is likely to endanger the health and safety of the public" as written after the "Failure to comply with the rules and regulations of the Board of Pharmacy." Such an omission reflects an unmistakable aura of vindictiveness on the part of these opposing pharmacists since they profess to believe this sub-section would give the Board opportunity to conduct a "witch hunt," thereby completely side-stepping the legislature by being granted blanket authority to write their own laws. This is arrant nonsense for the simple reason that if it is not in the statutes, it is not the law. Furthermore, no legislative body is likely to allow any Board or any Agency to usurp its people-given prerogatives and trust with duty; nor is any Board of Pharmacy, chosen by the pharmacists themselves to regulate both practice and practitioners, likely to make an attempt to legislate. Such would never stand up in review, even were there in the future such a Board as would attempt to assume the mantle of dictatorship beyond its vested powers. The very fact that the pharmacists own Legislative Committee seeks of the General Assembly this much needed Amendment is rebuttal enough.

As for the claim of the opposition that "the Board could conceivably suspend a pharmacist's license for a week, a month or a year for failing to put his name on a prescription label," this statement seems to be silly to the point of inanity. It would be one of the most easily proved facts by a pharmacist who, through inadvertence or even intent, failed to place his name on a prescription label, to demonstrate that this omission "would not endanger or be likely to endanger the health and safety of the public."

SECTION (B)

"The Board of Pharmacy may, after due notice and hearing, refuse to grant any permit to any person or party for the operation of a drug store or pharmacy, or may *suspend*, revoke or refuse to renew the permit of any holder for the operation of any drug store or pharmacy upon the same grounds as stated in Subsection (A)."

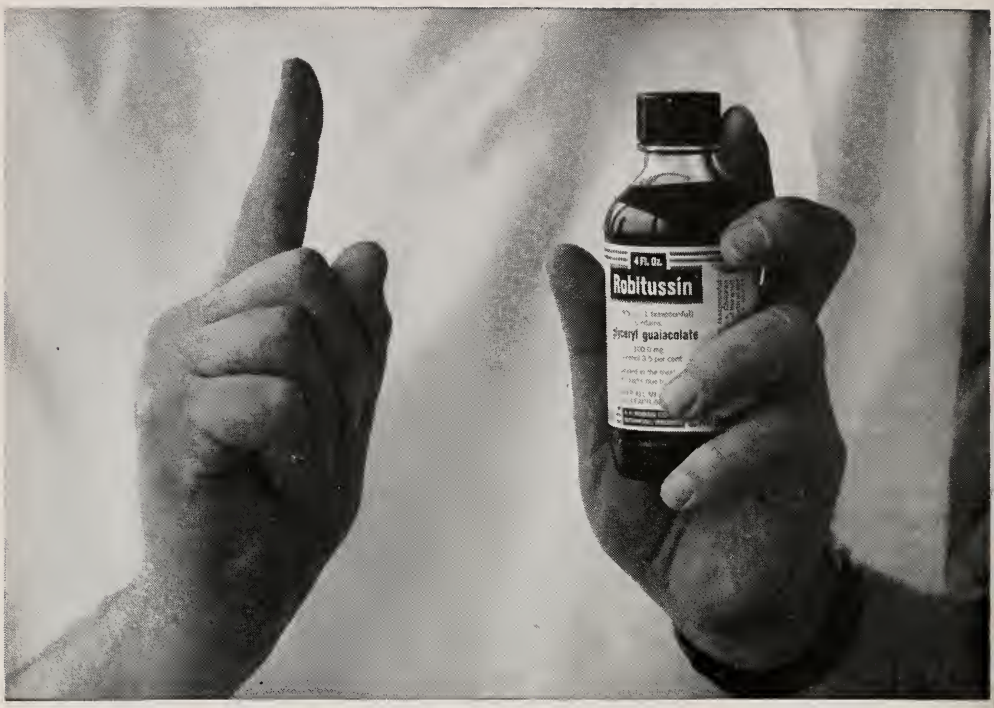
The opposition to Section (B) of the Amendment causes the most surprise and, upon close scrutiny, appears to be the most untenable objection. What is a Board of Pharmacy, if not a regulating body? How is a Board expected to regulate if it has no authority? The claim that it has "final" authority is seeing a bogey where there is none, but where one would, at times be more desirable than a continually hampering handicap of not enough actual power. Besides, the right of appeal is not by-passed as the actual "final" authority.

What would these opposing pharmacists have in a Board of Pharmacy—a lifeless rubber stamp? Would they have a Board for their group; one for "Pharmacists Dissatisfied"; one for "Pharmacists Misguided"; one for "Pharmacists Disruptive"; one for "Pharmacists Indifferent"; one for "John," or another for "Mary," another for the "Professor"; or still another created by a governmental bureau, impossibly representative? What is the purpose of a Board of Pharmacy such as ours with its ever present inviolable system of checks and balances and even now limited by some obsolete laws, if not to regulate the practice of pharmacy and its practitioners as mandated to do so by all the pharmacists who chose the members.

The Secretary of the Board is selected by all the Board members whose concern is that he be the most qualified of those available to execute the manifold duties of the Board. He creates no legislative statutes; his sworn duties are supervised legally by an able attorney and as likely as not the secretary's suggestions may be either overruled or supported by the five Board members. In addition, he, like the elected members of the Board, possess that magnificent dedication to Pharmacy and its practitioners as is too seldom noticed in any profession.

These men and the entire working staff of

(Concluded on page 15)



You don't recommend Robitussin® because it is a leader; it is a leader because you recommend it.

Last year you made the Robitussin family number one in drug store purchases. On sales to customers you rang up 12c for Robitussin out of every cough preparation dollar. ☐ With your help, Robitussin is expanding more than twice as fast as the big, fast growing $94 million cough syrup market. It all adds up to the fact that you know a good thing when you sell one! And remember, Robitussin is sold only in drug stores. ☐ A. H. Robins Company, Richmond, Virginia 23220.

A·H·ROBINS

Professional products for the pharmacist who *likes* to sell!

PROPOSED AMENDMENT

the Board do not particularly need the support of this column, nor do they need this particular defense of their actions. The attributes they have in abundance speak in no uncertain voice. But they do need the understanding and support of all pharmacists, those who are acutely sensitive to the need for adequate statutes ensuring the welfare of the public, and the support of those who may be transiently "misguided."

Why not make a visit to your Board of Pharmacy and observe it in action? You would be as welcome as you would be in visiting someone or something of your own, as indeed it would be. There would be no especial stage setting for your benefit or proselytism. You would just take "pot-luck." You may be invited to lunch. They would not even "put the kids to bed" while you are there; they would not even lock the closets, because there are no skeletons to hide. But you can certainly be assured of a warm and cordial welcome. Arrangements for such a visit may be easily made with no qualifying factors except possibly that of space limitations.

You will return home with a new insight on your Board of Pharmacy. You will realize the enormous responsibility placed upon these members; you will learn of the careful deliberation entering into the decisions that must be made for your welfare and for the welfare of the public you serve.

* * * *

This proposed Amendment needs legislative enactment now as never before. True, it has failed passage before, failures due to lack of support which should be rallied now; failures also because opposition gained a strength by discoloration of motives, painting phantom alarms, and misguidance by those more wilful; and, above all by your own overconfidence or sheer inertia.

If the Legislature has not at this reading disposed of this Amendment, this column and all who believe in its sincerity urge you to use every effort to achieve its enactment. You know better than we can teach you the most effective means of presenting the reasons for its enactment to your legislators. You will be everlastingly glad you had a part in doing something worthwhile for Pharmacy and for yourself as one of its practitioners.

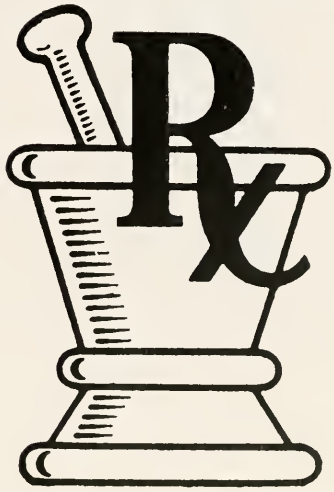
Johnson & Johnson Offers Free Display Sign for Convalescent Aids Departments

As part of a new promotion for its HOME CARE Products, Johnson & Johnson is now offering pharmacists a free "Convalescent Aids" sign to highlight their displays of health recovery products.

The double-faced, fiber-board sign measures 8" x 32" and can easily be installed on a gondola display or wall fixture. Designed by Holly Associates, Collingswood, N. J., the two-color sign comes complete with all the hardware necessary for installation.

Johnson & Johnson notes there has been an increasing consumer demand for convalescent aids, with the result that many pharmacies now are setting up special departments for these products. The handsome sign should attract customers and spur sales of convalescent aids, the company believes.

Pharmacists interested in obtaining the display sign should contact local Johnson & Johnson Health Care Division representatives for details.



STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

Kerr Rexall Drugs, 4025 Old Wake Forest Road, Raleigh. William Scarboro pharmacist/manager; Banks D. Kerr, William L. Scarboro, R. M. Williams, N. P. Watson, owners.

Transfer of Ownership

1. Hall's Drug Store, 125 Main Street, Oxford. James B. Clay, pharmacist/manager and owner.

2. Reynolds Drugs, 209 W. Main St., Clinton. R. M. Herring, pharmacist/manager and owner.

3. Holland Drug Company, 101 N. Main Street, Mt. Holly. T. M. Holland, pharmacist/manager. W. F. Holland and T. M. Holland, owners.

4. Hendrix Drug Store, 108 Main Street, Canton. James B. Patton, Jr., pharmacist/manager and owner.

5. Porter Drug Company, 8 Union Street South, Concord. Ernest Porter, Jr., pharmacist/manager. J. M. Porter, J. W. Porter, and Ernest Porter, Jr., owners.

6. Sandhill Drug Company, 154 N. W. Broad Street, Southern Pines. Larry G. Snider, pharmacist/manager. J. T. Overton, Larry G. Snider, Grace K. and T. T. Overton, owners.

7. Barefoot & Tatum Drugs, Inc., 2 North Pack Square, Asheville. J. Philip Goforth, pharmacist/manager. J. Philip Goforth, Sam L. Davidson, Frances D. Goforth, owners.

8. Surrey Drug Company, Rockford and Worth Streets, Mt. Airy. Hugh Floyd Hayes, pharmacist/manager. Hugh Floyd and Sara Burris Hayes, owners.

Limited Service Permits

1. Granville Hospital Pharmacy, Oxford. James B. Clay, pharmacist.

2. Kings Mountain Hospital Pharmacy, Kings Mountain. Flynn Wilford Warren, Jr., pharmacist.

3. Richard Baker Hospital, Inc., Hickory. Thomas L. Richards, pharmacist.

4. Aston Park Hospital, Inc., Asheville. James W. Adams, pharmacist.

5. Dosher Memorial Hospital Drug Room, Southport. L. G. Barefoot, pharmacist.

6. Grace Hospital Drug Room, Morganton. Daniel E. Rhodes, pharmacist.

Reciprocity

(1) John P. Ryan from New York
(2) Edwin H. Meade from South Carolina
(3) Charles S. Rush, Jr. from South Carolina
(4) Robert E. Williams from Georgia
(5) Victor Fenev from New York
(6) Donald A. Holloway from Pennsylvania
(7) Donald Blakenship from South Carolina
(8) Philip C. Jacobs from New Jersey

Hutchins Pharmacy Sold

For the first time since 1914, there is no Hutchins Drug Store in Winston-Salem.

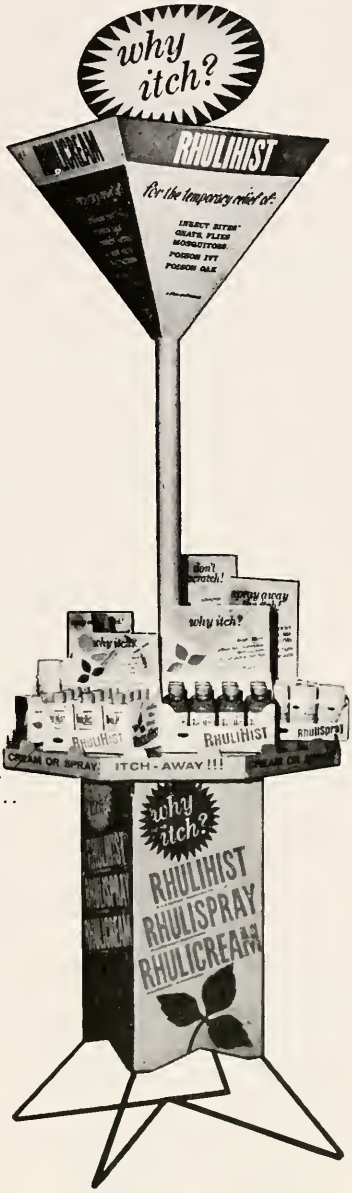
James A. Hutchins, in mid-February, sold Hutchins' Cloverdale Pharmacy to Patterson Drug Company and has retired. The pharmacy has been renamed Patterson's Cloverdale Pharmacy.

In the 1920s, there were five Hutchins drugs stores in operation. During the depression years, the business was consolidated in one store at Fifth and Liberty, Winston-Salem.

About nine years ago, the pharmacy was moved to Cloverdale Avenue, mostly to obtain customer parking space.

A brother, Roscoe Hutchins, will remain with the pharmacy.

Are your customers scratching for relief?
Are you scratching for additional profits?
Both of you can use Rhuli-Products:
RHULICREAM®
RHULIHIST®
RHULISPRAY®
Analgesic-Anesthetics



Here's the deal...

You get 12 pieces FREE with 5 Dozen (may be assorted in dozens).
Newly designed packages and floor display for greater sales appeal . . .
Widest assortment of products in the antipruritic field . . .
A selection for every customer . . . All effective for temporary relief of *itching* from *poison ivy, poison oak,* nonpoisonous *insect bites,* mild sunburn, minor skin irritations.
Make sure you get your share of RHULI profits. See your regular source of supply NOW. Recommend RHULI-PRODUCTS to your itching customers.
Offer begins March 1, 1967; ends April 30, 1967.
Also available: 1 FREE with each purchase of 11 pieces (no assortments).
Shipment will be made anytime through June 30, 1967.

Lederle

LEDERLE LABORATORIES
A Division of American Cyanamid Company
Pearl River, New York

422-7

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

TAR HEEL DIGEST

Hickory—Brandon's Pharmacy, Hildebran, was broken into on February 2 and cash and merchandise amounting to about $250 was taken. This is the second robbery of Brandon's in less than six months.

Asheboro—$200 in cash and a quantity of merchandise were taken from Car Drugs in a late January robbery of the drug firm which is owned by Charles Reaves.

Winston-Salem—Fifteen plastic syringes and an unknown quantity of narcotics were stolen from Patterson's Stratford Shopping Center in a February 2 break-in.

Burlington—According to a press announcement, Horace A. (Bones) McKinney, former Wake Forest basketball coach, has accepted a position with Burlington Pharmaceutical Company.

Mooresville—A Polaroid color camera goes to the person who comes closest to guessing the day/time Rx #1,000,000 is dispensed by Goodman Drug Company. The firm expects its millionth Rx during February.

Tabor City—Tim Owens of Whiteville has accepted a position as pharmacist with Dameron's Drug Store.

Burlington—Jack G. Watts, Lilly MSR, was a recent guest speaker at a meeting of the Adult Education Class of Southern High School of Alamance County. Topic of his talk was "Use and Abuse of Drugs."

Hickory—Contracts have been signed for the construction of a new building for the Viewmont Pharmacy to be located on 14th Avenue, NE, adjacent to the present pharmacy building.

Greensboro—Members of the Guilford County Welfare Board have asked the county to pay the $1 Rx fee for indigents in licensed nursing and boarding homes.

Taylorsville—Louis Ferguson of Town and Country Drugs has been appointed a member of the Taylorsville Town Board.

Hendersonville—Narcotics and $600 in cash were stolen from Whitley Drugs on February 6. The thief entered the pharmacy after pulling out an air conditioning unit from a window.

Concord—Ernest Porter, Jr. has returned to Concord where he will be associated with his father and uncle in the management of Porter Drug Company. He has been employed by Forest Heights Pharmacy, Statesville.

Winston-Salem—Leslie Myers, manager of Patterson Drug Company, has been elected secretary of the Winston-Salem Better Business Bureau.

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE SINCE 1906
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

SALES MULTIPLIER

Nunnally's largest and finest selection of Easter candies ever . . . to help multiply your Easter season sales. Nunnally's . . . a name people look to for the unusual in fine candies. So be sure to have a good selection on your shelf when they ask. Most people won't take anything less than the best . . . Nunnally's. Write Nunnally's, Box 902, Augusta, Georgia 30903.

Nunnally's CANDIES

Your representative is
R. B. Moore, 727 Georgia Ave.
Statesville, N. C.
Phone: 872-2560

Action by the NCPhA Executive Committee

NCPhA Executive Committee met in Chapel Hill on February 2 with following members present: President Blanton, James L. Creech, Hoy A. Moose, W. S. Wolfe, S. D. Griffin, Jr. and Secretary Smith.

The committee received the 1966 annual financial report and a report covering operation of the NCPhA during January, 1967. Payment of membership dues compare very favorably with previous years.

Same office staff personnel reemployed for 1967.

Convention: TMA's will sponsor a gold tournament on Monday afternoon, May 8, and customary floor show and dance on Tuesday night, May 9. Six golf trophies will be awarded by the TMA's.

Willard Simmons, Executive Secretary of the NARD, will be invited as a guest speaker at the convention. (Has accepted).

The committee approved a new award to be known as the "Dorsey Welch Award" which will be set up on a permanent basis by a contribution by Mr. Welch. Award details to be worked out with Mr. Welch but not to conflict with any present NCPhA awards.

Welfare: Members will be encouraged to report to the NCPhA any difficulties encountered in collecting the $1 deductible. Welfare Advisory Committee will meet in early March.

Mental Health: NCPhA Committee on Mental Health is working with officials of the State Department of Mental Health on a state-wide Rx program. Second meeting scheduled for February 23 in Raleigh.

Remodeling of the Institute of Pharmacy (lobby ceiling and halls with new light fixtures) expected to be completed by Feb. 20. Funds for remodeling supplied by Woman's Auxiliary of the NCPhA.

1968 Convention: In Greensboro. Committee expressed preference for a May date.

Members of the NCPhA will vote on "TMA Member of the Year" in a mail ballot election during March, 1967.

The NCPhA will sponsor a testimonial dinner in honor of F. O. Bowman. Dinner tickets to be on a dutch basis.

For eighty-one years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

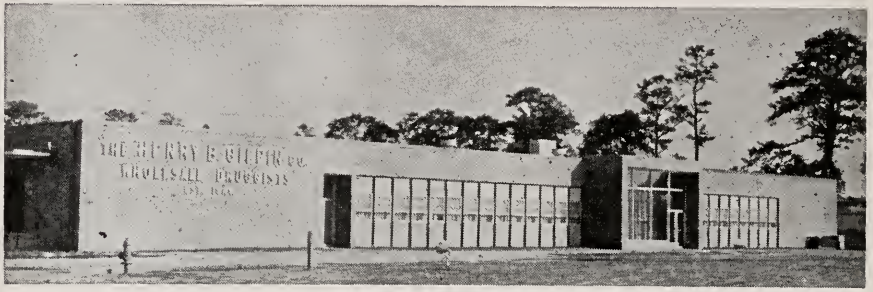
We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-seventh volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.

DISTRIBUTORS

P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.

WRITE FOR BROCHURE

Truck Stop Rx Service

Phil Link (Link Bros. Pharmacy, Reidsville) reports:

"One of our witty customers, in observing me through the glass partition that separates our Rx department from the front as I picked up the telephone to check and see if the doctor wanted him to have a refill on his amphetamine reducing Rx called out to me: 'If that's going to take too long, I'll just pick some up at the truck stop.'"

Phil continues:

"Of course, he said this as a joke which derived from the newspaper publicity on amphetamines, and it was amusing until you begin to think about how the pharmacists are being penalized for the truck stop law-breakers. But that seems to be the story of today's society—law abiding citizens have to suffer for the criminal acts of a few.

* * * *

Money payment Welfare recipients have been notified they should pay $1 per Welfare prescription.

Raymond Creekmore, Creekmore's Pharmacy, Riegelwood, sent us a note received from a Welfare recipient in which the recipient pointed out the word "should" which he construed as being optional on his part. The recipient informed Mr. Creekmore he was electing not to pay the dollar.

More Than One Rx on Blank?

The director of a county welfare department wrote the Medical Director of the State Board of Public Welfare and inquired if two or more Rxs could be written on one blank in order to avoid payment of separate $1 fees.

Objection was registered to paying $1 of the $1.75 fee on medication costing 10c.

State Welfare said only one Rx per blank; suggested larger quantity of the medication be prescribed to bring medication cost into a higher level.

The average cost ($2 million Welfare Rxs) is $2.22.

Welfare Vendor Payment Data

	January		*July 1-January 31*		*February (Estimate)*	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	3,391	$432,714.40	28,255	$ 6,226,337.10	3,129	$ 608,800.00
Outpatient	2,721	35,853.15	26,474	382,038.39	2,300	29,000.00
Pharmacy	32,812	414,382.71	329,860	4,063,852.07	51,100	627,800.00
Dental	109	2,200.54	1,083	22,962.80	70	1,400.00
Total	39,033	$885,150.80	385,672	$10,695,220.36	56,599	$1,267,000.00

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

KUGLER'S

McKESSON
&
ROBBINS

SICK ROOM NEEDS

Pharmacy of the Month

Pictured on the opposite page are two major departments in the newly opened Cornwell Drug Store of Lincolnton, owned by Hal Cornwell.

A Colonial theme was used in the 3,740 sq. ft. store by using Williamsburg wall paper around the perimeter and with special lighting and departmental identification signs.

The Rx Department features an illuminated Colonial canopy with columns, chemical symbols, and lighted front display of Rx related items. The Rx Department is carpeted inside and out adding comfort and giving it a more professional appearance.

The Cosmetic Department is dramatized by a walnut scalloped canopy with hanging lanterns. The carpeted department is well identified and featured to sell more cosmetics.

Cornwell Drug Store was designed and installed by McKesson & Robbins, Charlotte, North Carolina. Ted Johnson, Pharmacy Design Consultant.

Three Fires

Pack Square Pharmacy, Asheville, owned and operated by Earl Houser, was totally destroyed by fire on February 25.

A few days later, at the opposite end of the State, The Apothecary Shop of Elizabeth City was gutted in a million dollar fire which destroyed the city's largest professional building.

O'Neal Pharmacy, Louisburg, was water damaged (Feb. 20) in a fire which originated on the second floor of the building occupied by the pharmacy. The pharmacy continues in operation.

Evans Receives DS Award

The Oxford Junior Chamber of Commerce has named Dallas Evans as recipient of the organization's Distinguished Service Award.

Evans, a graduate of the UNC School of Pharmacy, is associated with Williams Drug Company of Oxford. He took over the presidency of the Jaycees this past year and has been instrumental in increasing membership to 50.

DAVENPORT-DILLARD, INC.

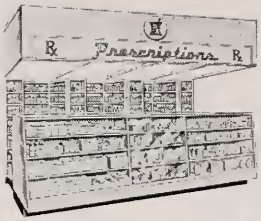
Pension Consultants

Serving the business and professional communities of North Carolina.

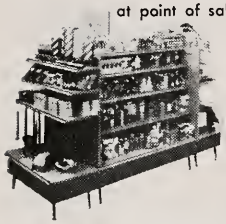
Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

D D

A Check-out Section with Confections, Gifts and impulse items at point of sale.

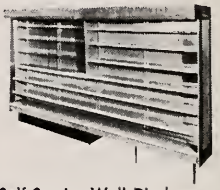


The Lumilite Canopy spotlights your Professional Service and adds prestige to this most important department.



Self-Service for Hair Needs and Toiletries well displayed for quick sales.

The "KEY" Word in Modern Store Fixtures is . . .

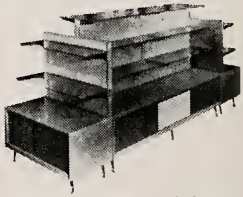


Self-Service Wall Displayers with glass enclosed Cosmetic Insert Section.

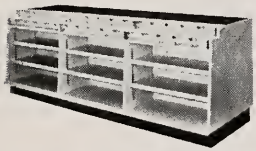
VERSATILITY

A Curved Glass Showcase for your Gift or Cosmetic Section lends Glamour to your displays.

These merchandisers and many more are produced on a quantity basis to give you quality displays at lowest possible prices.



Gondolas with Glass Shelves and carton storage below for your finest self-service displays.



Display Front Wrapping Counters increase impulse sales.

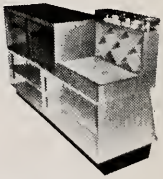
We are planning to ☐ Modernize ☐ Expand ☐ Build New Store

Name_____

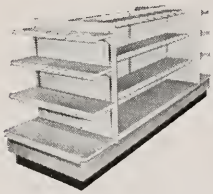
Firm Name_____

Street Address_____

City_____ State_____



Special Design for increasing Camera and Film sales.



Self-Service Gondolas for most flexible displays.

GRANT E. KEY, Inc.

Manufacturers

LYNCHBURG, VIRGINIA

Modernistic Display for increasing Sales of your finest Cosmetics.

"The Harrison Narcotic Law and Its Regulations and the Drug Abuse Control Amendments of 1965"

(Published and distributed by Smith Wholesale Drug Co., Spartanburg, S. C. Price $11.00)

The 1967 edition of "The Harrison Narcotic Law and Its Regulations, and the Drug Abuse Control Amendments of 1965" is published and distributed as a service to pharmacy. This 45 page booklet is an explanation of the Harrison Narcotic Law and HR2, written to answer questions as to what the pharmacist can and cannot do to conform to Regulations 5 and the Drug Abuse Amendments of 1965.

This booklet is now being used in several schools of pharmacy as part of their jurisprudence instruction. It is designed as a quick, complete reference for the pharmacist and also has suggestions for nursing homes and the physician.

B. E. Shelley, Vice President, Smith Wholesale Drug Company, edited this revision, with the advice and cooperation of the following:

Robert William Morrison, Dean, School of Pharmacy, University of South Carolina

Joe E. Hunter, Jr., Professor of Pharmacy Administration, University of South Carolina

Thomas D. Wyatt, Sr., Director of the Division of Narcotic and Drug Control of South Carolina

Thomas D. Wyatt, Jr., Drug Inspector, South Carolina

Within this booklet are several useful ready references, among them being a summary of the four categories of narcotic classifications, classes "A", "B", "X", and "M" briefly explained as outlined by the Commissioner, Bureau of Narcotics. Other important things that can be referred to quickly: reports to make and to whom by wholesalers and retailers; order form suggestions; oral or telephone prescription regulations; how to dispose of unwanted narcotics; steps that should be taken when a drug store changes ownership concerning narcotics; numerous do's and don'ts concerning exempt narcotic preparations; a section is also devoted to suggestions for physicians and nursing homes. On the back cover is a ready reference table of classes and rates of taxation under the Harrison Narcotic Law.

The Drug Abuse Control Amendments is briefly outlined with most of the general guide lines that will keep you within the law.

Another Honor for John Mills

John E. Mills, Wolfe Drug Company, Mount Airy, was named "Merchant of the Year" at a recent annual banquet of the Mount Airy Merchants Association.

Six Golf Trophies

Six golf trophies will be awarded by the TMA at conclusion of golf tournament on the second day (May 8) of the convention—for high and low score in three divisions: TMA, NCPhA and Ladies. Trophies will be inscribed and placed on public display in Institute of Pharmacy.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

Gilpin Announces Drug Recall Service

James E. Allen, President of The Henry B. Gilpin Company, wholesale druggists, stated that, in the public interest, when the FDA directs drug manufacturers to recall products our industry has the responsibility to cooperate and achieve this with dispatch . . . thoroughly and as economically as possible.

The distribution of products is a public service of the first importance. Compensation for the cost is necessary to sustain the process. Reverse distribution works very much like forward distribution, except it is more costly to back up.

Gilpin operates drug distribution centers in Baltimore, Dover, Norfolk, and Washington, supplying pharmacies and hospitals in seven states and the District of Columbia. Recognizing the serious concern of all and the need for prompt, straight-forward action, Mr. Allen said his firm has defined a positive drug recall policy and system for serving all suppliers, pharmacies, and the public interest, with communication and material handling proeedures at minimal cost to the respective producers. When directed by the manufacturer, the Gilpin organization is prepared to inform pharmacists, pick up recalled products, process them through their return departments, pack and ship, with appropriate charges to the supplier in accordance with the following schedule to be effective July 1, 1967:

1. All transactions will be on the "per package basis."
2. For return of goods on the wholesaler's shelf . . . $1.00 per package, plus credit at wholesale price.
3. Merchandise from the field . . . $1.50 per package, plus wholesaler invoice price.
4. If proof of recall record is required by account (each store), additional charge of 25c per record.
5. This schedule applies to full or part packages.
6. Manufacturer assumes all transportation.
7. Charges will be deducted from next month's current bill.

In a letter to all pharmaceutical suppliers, Mr. Allen further stated that these charges are modest as revealed by careful research and analytical studies measuring labor, time, and materials.

Lanier Named Chairman of Harnett County Red Cross Fund Committee

Billy W. Lanier, graduate of the UNC School of Pharmacy '57, now associated as pharmacist with the E. R. Thomas Drug Store of Erwin, has been named chairman of the Harnett County Red Cross Fund Committee.

The county-wide quota, which Chairman Lanier and his co-workers will seek to raise, is $10,415.00. This will assure blood for tranfusion for any citizen of Harnett County without cost for the blood. Approximately 100 pints of blood are supplied each month.

Pharmacist Bucks Hold-Up

Two would-be robbers got more than they anticipated in an attempted holdup of Goldsboro Pharmacist George P. Thornton.

As Thornton left his pharmacy at night, the two men stopped him, demanded money, indicating they would kill him if he did not comply.

Thornton called their bluff. The two men took flight when the pharmacist went into action.

Ninth for Cornwell

President G. T. Cornwell of the Cornwell Drug Store organization has announced plans for a ninth store to be opened in Shelby in early summer.

Cornwell stores are operating in Morganton, Lincolnton, Stanly, Newton, and Shelby.

The two Shelby stores now in operation are located in the Shelby Medical Center and Huxley Village Shopping Center. The new store will be across the street from the Cleveland Memorial Hospital.

NCPhA CONVENTION

WINSTON-SALEM

MAY 7-8-9, 1967

Darlington Retires; Clark, Successor

James M. Darlington retired March 1 as executive vice president and general manager of O'Hanlon-Watson Drug Company, Winston-Salem.

His successor is Thomas C. Clark, the firm's sales manager since last June.

Darlington, now 67, delayed his retirement until O'Hanlon-Watson could occupy its new building off Silas Creek Parkway.

While the firm is now operating from its new building, formal dedication of O-W will be delayed until the grounds have been landscaped.

Prior to accepting employment with O'Hanlon-Watson in 1936, Darlington was associated with Patterson Drug Company for 13 years. He became general manager upon the death of H. P. Watson in 1945.

Clark, a native of Clarkton, represented Merck, Sharp & Dohme in the Raleigh area beginning in 1954 just after three years of military service. He moved to Winston-Salem in 1962 as a sales representative of Mead Johnson.

Darlington will remain with O'Hanlon-Watson as a consultant. He will schedule the May 8 convention entertainment which will be sponsored by O'Hanlon-Watson and will assist with the King Social Hour on the afternoon of May 9.

In retirement, Darlington will be able to devote more time to one of his hobbies—astronomy. He plans to build an observatory.

O'Herron Leaves $600,000

The will of Edward M. O'Herron, founder of the Eckerd store chain, left an estate valued at $600,000 to his widow and 11 grandchildren.

Moves to Monroe

Allen Hardy Fish, former employee of hospitals in Greenville and Camden, South Carolina, has moved to Monroe where he is now associated with Faulkner's Drugs.

Narcotics Taken

Narcotics valued at $250 were taken February 21 in a break-in at Jonesville Drug Store near Elkin. Robert Barrett is manager of the pharmacy.

Decision Reversed

A Buncombe Superior Court judgment against Richard F. Austraw has been reversed by the State Supreme Court. He had been ordered to move his business (a pharmacy) from 948 Tunnel Road.

Rogers Named

Ralph P. Rogers, Jr., treasurer and manager of N. C. Mutual Wholesale Drug Company, has been named chairman of the water resources committee by the president of the Durham Chamber of Commerce.

Home Destroyed

Fire (March 4) partially destroyed the home of Pharmacist Sam Price, Jr., 250 South Main Street, Mooresville. Most of the contents were saved.

Canopy Installed

A seven-foot aluminum canopy, 150 feet in length, has been installed by Pharmacist J. C. Jackson at his Hedgpeth Pharmacy, Lumberton.

NEWS
from the local-sectional pharmaceutical societies

Rockingham County

The pharmacists of Rockingham County are in the process of organizing a county pharmaceutical group. Two meetings have been held with others scheduled in the future.

Joseph C. Estes, Jr. of Reidsville is president; Clayburn Hawkins of Madison, vice president, and W. G. Dudley, Jr. of Reidsville, secretary-treasurer.

Durham-Orange

Charles D. Blanton, Jr., President of the North Carolina Pharmaceutical Association, was guest speaker at the February 27 meeting of The Durham-Orange Pharmaceutical Association. The meeting was held in Durham.

Two major subjects were covered by President Blanton—Consumer Prescription Savings, Inc. and the 1967 legislative program of the NCPhA.

Buncombe County

Meeting of the Buncombe County Pharmaceutical Society, Asheville, February 16.

Major discussion centered on a prescription plan being publicized throughout Western North Carolina by Consumer Prescription Savings, Inc.

Charles D. Blanton, Jr., President of the NCPhA, was present as a guest. In addition to local members, pharmacists were present from Macon, Madison, Haywood and Jackson counties.

Steve Roberts of Black Mountain was appointed chairman of BCPS's committee on ethics. Harry Dover will serve as chaplain.

Next meeting will be devoted to a panel discussion on the professional fee system by Aubrey Scott, Philip Crouch and Moss Salley.

James W. Adams is president of BCPS; Roger Spittle, vice president; and Aubrey Scott, treasurer.

Cape Fear

Mr. and Mrs. James L. Creech of Smithfield were guest speakers at the February meeting of the Cape Fear Pharmaceutical Society held in Fayetteville.

Mr. Creech is a vice-president of the NCPhA; Mrs. Creech is president of The Woman's Auxiliary of the NCPhA.

Northeastern

Dr. George P. Hager, Dean of the UNC School of Pharmacy, discussed the pharmacist's role as a consultant to the health professions at a meeting of the Northeastern Carolina Pharmaceutical Society in Williamston on February 8.

The speaker also reported on the progress of the N. C. Pharmaceutical Research Foundation and its importance to the School and pharmacy profession of North Carolina.

NCPhA Secretary Smith lauded the work of relief pharmacists and retired pharmacists. As examples, he cited the work of Mrs. Ernest Carraway and Herbert Taylor, both working in the Northeastern area.

Walter A. Clodfelter of Ahoskie, president of NCPS, presided at the meeting.

Greensboro

The forty-first meeting of The Greensboro Society of Pharmacists was held in Greensboro on January 26.

Announcements: (1) Welfare Rx deductible of $1 effective Feb. 1; (2) Details of Military Medical Rx Benefits Amendments of 1966; (3) Poison Prevention Week; (4) Rx refill instructions; (5) Handling of exempt narcotics; (6) Medicare Seminar (Chapel Hill, January 24-26) summarized; (7) Progress made on setting up a working committee with the Guilford County Medical Society; and (8) Joint meeting of Society with Greensboro Drug Club and Greensboro Academy of Medicine.

Program: Talk on estate planning by Jack VanAlst, trust officer of the North Carolina National Bank.

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY

PRESIDENT: Tom Sanders, Raleigh
VICE-PRESIDENT: Hugh Sconyers, Charlotte
SECY.-TREAS. J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

The Pfizer Speakers Bureau has cited Horace B. Hord of Winston-Salem as one of the company's most active members in 1966.

Members of the Bureau present a basic 25-minute talk entitled "Pharmaceutical Research: Its Performance and Its Promise for the Future." More than 400 groups heard the talk in 1966.

* * * *

Mitchell B. Smith, a native of Hartsville, S. C. and 1964 graduate of Clemson University, has joined Lederle Laboratories. Mr. Smith, his wife and daughter, will reside at 108 Rosewood Drive, Lumberton, N. C.

* * * *

Al Watson of Winston-Salem, a MSR for Roerig, has completed a two-week training course of Roerig's headquarters.

* * * *

William E. Corbin has been assigned to Region #2 of the Hospital-Surgical Sales Force of Becton, Dickinson and Company, which includes parts of North Carolina. Mr. Corbin attended Memphis State College.

* * * *

Paul T. Holcombe of Columbia, South Carolina, district manager for Pfizer Laboratories, has completed an advanced speech training program in Atlanta under sponsorship of Pfizer.

* * * *

In recognition of their achievements, Olgie F. Tarr (11 years of service) of Asheville and Claibourne W. Walker (19 years of service) of Greensboro have been named "Senior Professional Service Representatives" by Smith Kline & French Laboratories.

* * * *

Robert F. Brinkley of Asheville has been named a MSR for Merck Sharp & Dohme. He is a graduate of East Carolina College.

* * * *

Seymour A. Lubman, a graduate of the University of North Carolina, has been appointed Executive Vice President of Pharmaceutical Marketing for Purepac Corporation.

A former employee of Wyeth Laboratories, Mr. Lubman most recently was Senior Vice President of marketing for the Purdue Frederick Company.

MAURICE W. STONE

Maurice W. Stone, 76, for 32 years a sales representative of the H. B. Hunter Company of Norfolk, died in Charlotte on February 6.

Mr. Stone organized the Charlotte Drug Travelers and served as the organization's first president. He was a past president of the TMA of the NCPhA and, prior to his retirement in 1960, was always in attendance at annual meetings of the TMA and NCPhA.

TMA Man of the Year

During March, members of the NCPhA, by mail ballot, will name the "TMA Man of the Year." The member so designated will receive an inscribed plaque in Winston-Salem on May 7.

All current members of the TMA (see 1966 Year Book) are eligible candidates for the honor; voting (ballots were mailed to NCPhA members on March 8) is restricted to members of the NCPhA.

NCPhA members are voting on the basis of that member of the TMA, who in their opinion, has done the most to advance Pharmacy in North Carolina since the 1966 Asheville Convention.

UNC Pharmacy School Notes

Dr. Jack K. Wier, Assistant Professor of Pharmacognosy, and Dr. Monroe E. Wall, at the Research Triangle Institute and Adjunct Professor of Medicinal Chemistry, have been awarded a grant of $1724 by the United Medical Research Foundation of North Carolina. This grant is in support of the initial phases of their investigation of the biosynthetic pathways by which the Chinese plant, *Camptotheca acuminata*, produces the alkaloid camptothecin.

Dr. Philip S. Portoghese, Associate Professor of Pharmaceutical Chemistry at the University of Minnesota College of Pharmacy, on February 16 presented a seminar on "Synthesis, Analgesic Activity and physiologic Distribution of Bridged Meperidine Analogs."

Dr. Chambers met in Washington, D.C. on February 8 with officials of the Labor Department and the American Pharmaceutical Association to discuss a possible program to qualify Cuban Refugees Pharmacists for the practice of pharmacy in this country.

Teaching on a part-time basis for the spring semester are Mr. H. C. McAllister and Mr. Lyman Fonda, formerly Professor of Pharmacy at the Brooklyn College of Pharmacy. Mr. McAllister is teaching Pharmaceutical Law and Mr. Fonda is teaching Pharmacy Management.

On January 16, Mr. Eckel discussed the development of their pharmacy service with the Medical Staff at the Spruce Pine Community Hospital. On January 20 he presented the topic "Pharmacy Laws Affecting Hospitals" at the District III North Carolina Hospital Association meeting. He participated in the 3 day seminar on "Pharmaceutical Services Under Medicare" held in Chapel Hill, January 24-26. On February 6 Mr. Eckel addressed the APhA-NCPA Student Branch meeting on "The Prospectus for Hospital Pharmacy in North Carolina." He spoke on the "Implementation of the ASHP-NPC Traineeship Program" to the American Society of Hospital Pharmacist's Cadre Conference in Washington, February 8-10. He was speaker at the dinner meeting of Phi Delta Chi on February 14. His topic was "Graduate Education in Hospital Pharmacy."

A "Medicinal Chemistry Meeting-in-Miniature" was held on February 11. Research papers were presented by faculty and graduate students from colleges of pharmacy in the southeastern states. In addition to the University of North Carolina schools represented were Auburn University, University of Georgia, University of South Carolina, University of Virginia, Medical College of Virginia, and the Oak Ridge Institute of Nuclear Studies.

Dr. Rudolph H. Blythe, former Director of Pharmaceutical Research for Smith, Kline and French visited the school and spoke to the members of the senior class. The subject of his talk was "Pharmacists in Industry."

As a member of the Board of Directors, Dean Hager attended a meeting of the American Foundation for Pharmaceutical Education in New York City on January 26. On February 1 he met with the Surgeon General of the U.S. Public Health Service, Dr. William Stewart, to discuss that agency's support of pharmaceutical education and research. Others at the conference

were Dr. Charles W. Bliven, Executive Secretary of the American Association of Colleges of Pharmacy; Dr. Joseph B. Sprowls, Chairman of the AACP Executive Committee; Dr. George Webster, Dean of the College of Pharmacy at the University of Illinois; and Dr. George F. Archambault, Director of Pharmaceutical Services for the U.S. Public Health Service.

Dean Hager attended a meeting of the Executive Committee of the Academy of Pharmaceutical Sciences in Washington, D.C. on February 3. He was a guest speaker at the Rotary Club of Durham on February 6; the title of his remarks was "The True Image of Pharmacy." He addressed the pharmacists of the Northeastern North Carolina Pharmaceutical Society on February 8 concerning the recruitment of pharmacy students. He presented a position paper in Chicago on February 12 to the Panel on Education and Supply of Health Manpower.

Kappa Psi

On February 5, Kappa Psi initiated into the Fraternity: Buck Albright, Mike Clinard, Joey Edwards, Bill Harrison, Tom Leonard, and Buck Murchison. Following the final initiation ceremonies, the annual elections were held. The new officers are as follows: Charles Rhoden, Regent; Fred Rachide, Vice-Regent; Chris Lehman, Secretary; Al Simmons, Social Chairman; Mike Clinard, Intramural Manager; and Buck Murchison, House Manager. Hilton Barrett, Mike Harper, and Tim Kroboth were re-elected to their positions of Chaplain, Historian, and Treasurer, in that order. Mary Jane Egbert of Greensboro was chosen as the new Kappa Psi Sweetheart for 1967.

Following Spring Rush, the Fraternity pledged on February 9, Wink Brooks from Siler City, Frank Burton from Reidsville, Sam Hauser from Fayetteville, Tom Owens from Whiteville, Bill Pittman from Lewiston, and Ron White from Cove City.

Coming events in the Spring Semester are Pledge Weekend, March 17 and 18, with a formal dinner and awards on Friday night and a combo party on Saturday night and Jubilee Weekend, April 28-30. Also during the semester there will be pre-rush parties for Freshmen and the annual Pharmacy Weekend.

Phi Delta Chi

Guest speaker at the February 14 meeting of Phi Delta Chi—a dinner at the Pines Restaurant—was Fred Eckel. He discussed the graduate program in hospital pharmacy.

An alumni fund-raising drive is underway. During the Easter holidays, members of PDC will visit alumni in order to establish a pledge program.

Syrup of Ipecac will be supplied to and distributed by Chapel Hill pharmacies during National Poison Prevention Week. This is a special project of PDC.

Another service project of PDC is assisting a pharmacist, now blind, in getting readjusted to certain business courses which will eventually enable the pharmacist to earn a living for himself and family in a new field.

New pledges: Henry Bess of Gastonia; Norman Overcash of Mooresville; and Ronny Price of Ocean Drive Beach, S. C.

Dean George P. Hager has been installed as faculty advisor.

THERAPEUTIC MISADVENTURES

SOME POSSIBILITIES FOR THERAPEUTIC MISADVENTURES: ARALEN FOR ARLIDIN, CONSOL FOR KONSYL, DARICON FOR DARVON, IMFERON FOR INFRON, KWELL FOR QUELL, ORINASE FOR ORNADE, PAPAVERINE FOR PAVATRINE, TERFONYL FOR TOFRANIL, AND VIGRAN FOR WIGRAINE.

Meeting In Miniature In Medicinal Chemistry

An informal meeting in miniature was held at the School of Pharmacy, University of North Carolina, Chapel Hill, on Feb. 11, 1967. This interdisciplinary meeting was attended by forty participants and it included faculty, graduate students and advanced undergraduates from the following schools: Medical College of Virginia, University of Virginia, University of South Carolina, Auburn University, University of Georgia, University of North Carolina and the Oak Ridge Institute of Nuclear Studies. The meeting allowed the participants to present papers and to discuss their research programs at their respective schools. In addition to this, the meeting provided a forum for exchange of ideas, as well as providing for the students an exposure to a scientific meeting attended by faculty of the neighboring universities. The meeting was followed by a social hour and dinner.

Poison Control Center Report

The Mercy Hospital Poison Control Information Center of Charlotte, in its 1966 annual report, indicates a total of 412 cases of accidental ingestion of substances were reported to the Center this past year.

Of the total, 151 cases involved medicine, the highest being aspirin (64).

During the year, Mercy's Emergency Room treated 47 cases. There were 75 medical calls, 337 non-medical calls. Two fatal cases were reported.

Gilbert Colina is director of the Center. He is assisted by Pharmacists John Balas, John Rosser and Mickey Watts. Staff physicians (consultants) are Dr. R. T. Lucas, Jr. and Dr. C. O. Chrysler. Don McMillan heads communications.

MEDICINAL CHEMISTRY "MEETING IN MINIATURE" HELD AT THE SCHOOL OF PHARMACY, UNC. UNC PHARMACY SCHOOL DEAN GEORGE P. HAGER IS SHOWN WITH SOME OF THE PARTICIPANTS.

DOINGS

OF THE AUXILIARIES

BURKE COUNTY—Mrs. William W. Jones
CABARRUS—Mrs. Don Beaver
CHARLOTTE—Mrs. Gilbert Colina
GASTON—Mrs. Flynn Warren, Jr.
GREENSBORO—Mrs. Dewayne Franzen
RALEIGH—Mrs. W. Forrest Matthews, Jr.

Burke County Auxiliary

In December the Burke Auxiliary met for a luncheon at the Morganton Grill, with Dr. James J. Thomas, local pediatrician and Director of Research at the Western Carolina Center for Mentally Retarded Children, speaking to the group on the early detection of mental retardation, current research being done, progress made toward prevention of birth defects. Mrs. Ann Garrou and Mrs. Linda Taylor, local pharmacists in Burke County, were guests.

Claude S. Sitton, local attorney, spoke to the group at the February meeting which was held in the Burke County Savings and Loan Building. His topic was "The Importance of Making a Will." Plans were discussed for a card party and "White Elephant Sale" to be held in March, also projects to be made and sold at the Convention in May.

Cabarrus

Guest speaker for the January meeting of the Cabarrus Pharmaceutical Auxiliary was Frank Klaffke, German exchange student attending Concord High School. The meeting was held at the home of Mrs. Howard Whitley. The speaker spoke and showed slides of his home village, schools he attended and historical places in Germany. He expects to return to Germany in June. Officers will be installed at the next meeting.

Charlotte

A business meeting of the Charlotte Woman's Druggist Auxiliary was held Tuesday, February 14th at the YMCA. Mrs. C. H. Smith, Vice President, presided in the absence of the President, Mrs. John Morton. Mrs. Morton was on a three week trip to Hawaii with her sister and small daughter, Melissa. Plans were made for the Benefit Bridge, and a going-away gift was presented to Mrs. Worth Blackmon, who is moving to Jacksonville, Florida.

Gaston County

The Gaston County Pharmaceutical Auxiliary met on January 16 at the home of Mrs. Gordon Bane.

The guest speaker for the evening was Mr. James Whitehurst, owner and stylist of Ja-No's Coiffure's. Mr. Whitehurst brought with him several lovely wigs which the ladies gladly modeled.

He spoke about three important things for a lovelier look: proper dieting, proper cosmetic care of the skin and a suitable hair style for each individual woman.

Mrs. Bane was co-hostess with Mrs. Wade Carter. Mrs. Flynn Warren, Jr. presided over the business meeting.

Greensboro

Mrs. James Creech, State Auxiliary President, was guest of honor at the January meeting of the Greensboro Drug Club Auxiliary. Mrs. Creech told of her trips over the state visiting local auxiliaries. She also discussed the 1967 convention to be held in May in Winston-Salem. Special guest for the meeting was Mrs. Creech's sister, Mrs. Vance Bethany.

Plans were made for the dinner dance to be held February 28 at the new Forest Oaks Country Club. Special guests will be Dean and Mrs. Hager and the recipient of the Greensboro Auxiliary scholarship and his wife.

Raleigh

The January meeting of the Raleigh Woman's Drug Club was a luncheon held at the Carolina Country Club, honoring the state president, Mrs. James Creech, and the state ways and means chairman, Mrs. Grover Creech.

Interesting and informative talks were given by the visitors—in which they explained and discussed the state convention project of Pharmacy Auxiliary Originals.

Plans were made for a benefit bridge party which was held February 2nd at the Raleigh YWCA.

Births

Mr. and Mrs. Eugene L. Bristol announce the birth of a daughter, Wendy Eugenia, December 12, 1966. Mr. Bristol, alumnus of the School of Pharmacy, University of South Carolina, is with Square Pharmacy, Mt. Airy.

Weddings

Robert Frank Holland, pharmacist at the Sealevel General and Children's Hospital, Sealevel, N. C., and Mrs. Nelson E. Coleman, were married January 5.

Miss Sara Alice Wells and **Anthony Dwight Batts,** both 1966 graduates of the UNC School of Pharmacy, were married February 26 in the Atkinson Baptist Church. They will live in Wallace where Mr. Batts is with Graham Drug Company.

Walter Gerald Eason, 1965 graduate of UNC School of Pharmacy, and Miss Frances Levonne Rogers were married January 29 at Harris Chapel Baptist Church of Youngsville. Mr. Eason is with Thompson Pharmacy of Rocky Mount.

Deaths

JOHN E. F. HICKS

John E. F. Hicks, born March 8, 1881, died February 20.

A graduate of the Philadelphia College of Pharmacy and Science (1909), Mr. Hicks established a pharmacy in Goldsboro in 1912 which he operated for many years. In recent years, he was associated with various Goldsboro pharmacies.

The Goldsboro News-Argus, in an editorial Nov. 28, 1961, had this to say, in part, about Mr. Hicks: "No man has passed on to other men in as great numbers the deep dedication to pharmacy and its principles as a way of service."

Surviving are his wife, three sons and a daughter.

EDWARD M. O'HERRON, SR.

Edward M. O'Herron, Sr., 74, founder of the North Carolina division of Eckerd Drug Stores, died February 20.

Mr. O'Herron opened his first store in Charlotte in 1921. There are now 52 units in the chain.

A graduate of Notre Dame (engineering), he later studied law at Georgetown University Law School.

Survivors include his widow; a son, Edward M. O'Herron, Jr.; two daughters, Mrs. John Sullivan and Mrs. David Rankin; and 11 grandchildren.

MRS. E. W. O'HANLON

Mrs. E. W. O'Hanlon, widow of the late E. W. O'Hanlon, died in Winston-Salem on February 2.

Her husband, who died in 1958, was president of O'Hanlon Drug Store, Winston-Salem, and was a co-founder of O'Hanlon-Watson Drug Company.

Survivors include a daughter, six grandchildren and seven great-grandchildren.

ELMER W. BADGETT

Elmer Webb Badgett, 57, of Mount Airy, died February 23 following a heart attack. Over the past 30 years, Mr. Badgett had been associated with various Mount Airy pharmacies.

CLASS OF 1967

C. N. ADAMS, JR.
MARSHALL

DOROTHY C. ALLEN
BENSON

E. L. BAUGHAM,JR.
SMITHFIELD

R. E. BAXLEY
WAGRAM

MARY LYNN M. BELL
NEWTON

MONA Y. BOSTON
LILLINGTON

RITA LEE BOWMAN
LUMBERTON

CONNIE B. BROGDEN
SHELBY

HARREL D. BRYAN
CHINQUAPIN

BONNIE C. BUTLER
GASTONIA

STEPHEN W. CAGLE
HENDERSON

ANGELA CARABATEAS
CHARLOTTE

MARTHA I. CATOE
MONROE

WORTH T. COBLE,JR
DURHAM

ROBERT W. COTTEN
FUQUAY-VARINA

JERRY C. DAVIS
PINE LEVEL

Graduates, UNC School of Pharmacy, '67

CHARLES N. ADAMS, JR.

Marshall

Member: APhA and NCPhA Student Branches. Has also attended Mars Hill College. Pharmacy experience at Adams & Blauvelt Pharmacy, Asheville. Has not yet accepted employment following graduation. Married, no children. Chapel Hill address: Lakeview Trailer Court (Lot #28).

DOROTHY CAROLYN ALLEN

Benson

Member: Gamma Beta Phi Society, NCPhA and APhA Student Branches. Pharmacy experience at Newton Grove Drug Company and Smithfield Drug Company. Employment area preference: Eastern North Carolina. Home address: 204 N. Dunn Street, Benson.

EDGAR LASSITER BAUGHAM

Smithfield

Member of NCPhA and APhA Student Branches. Pharmacy experience at Bolton Drug Company and Tar Heel Drug Company. Has accepted employment after graduation. Unmarried. Home address: 1507 Tarleton Avenue, Burlington.

ROBERT EARL BAXLEY

Wagram

Member: APhA and NCPhA Student Branches. Pharmacy experience at Scotland Drug Company, Laurinburg. Has accepted employment after graduation. Unmarried. Chapel Hill address: 1704 Granville Towers.

MARY LYNN MCCRANIE BELL

Newton

Member: NCPhA, APhA and WAA; Art Editor of Pharmacy School Paper. Pharmacy experience at City Pharmacy, Newton and Eckerd Drugs, Chapel Hill. Has accepted employment after graduation. Married, no children. Chapel Hill address: 23 Hilltop Mobile Court.

MONA YVONNE BOSTON

Lillington

Member: Kappa Epsilon, NCPhA and APhA Student Branches. Has also attended Hampton Institute. Has not yet accepted employment following graduation. Employment area preference: Eastern North Carolina. Chapel Hill address: Room 406 Winston.

RITA LEE BOWMAN

Lumberton

Member: NCPhA and APhA Student Branches, Kappa Epsilon (Historian and Vice President). Junior Class Secretary, House Council, Student Newspaper. Has also attended Wake Forest College. Pharmacy experience at Dean's Pharmacy, Lumberton. Has not yet accepted employment following graduation. Chapel Hill address: Colonial Arms, Apt. #22.

CONNIE BAXTER BROGDEN

Shelby

Member of NCPhA and APhA Student Branches. Pharmacy experience at Cornwell Rexall Drugs, Shelby. Has not yet accepted employment following graduation. Employment area preference: Durham or Chapel Hill. Married, one child. Chapel Hill address: 26 Hilltop Mobile Court, Route 2.

HARREL DEAN BRYAN

Chinquapin

Member of NCPhA and APhA Student Branches. Pharmacy experience at New River Pharmacy, Jacksonville, and Eckerd Drugs, Inc., Durham. Has accepted employment following graduation. Married, no children. Chapel Hill address: Route 2, Weaver Dairy Road.

BONNIE CLAIRE BUTLER

Gastonia

Member: NCPhA and APhA Student Branches, Kappa Epsilon, Delta Delta Delta (Corresponding Secretary and House Manager). Pharmacy experience at Brown-Medlin Drug Store, Inc. and Caldwell's Drug Store, Inc., Gastonia. Employment area preference: Clinton or Sampson County. Chapel Hill address: Colonial Arms Apts. #22.

STEPHEN WAYNE CAGLE

Henderson

Member of NCPhA and APhA Student Branches. Editor of UNC Pharmacy News. Pharmacy experience at Sherard's Pharmacy, Burlington and Woolard's Pharmacy, Henderson. Employment area preference: Piedmont. Unmarried. Chapel Hill address: 311 W. University Drive.

ANGELA CARABATEAS

Charlotte

Member of NCPhA and APhA Student Branches. Pharmacy experience at Peoples Drug Stores, Washington, D. C.; Presbyterian Hospital, Avondale Drug Store, and Eckerd's Drug Store, Charlotte. Employment preference: Charlotte or Concord. Chapel Hill address: Colonial Arms Apts. #22.

MARTHA IRENE CATOE

Monroe

Chapel Hill address: 313 East Cobb. A member of NCPhA Student Branch. Pharmacy experience at Secrest Drug Company, Inc., Monroe. Has also attended Wingate Junior College. Has not yet accepted employment following graduation. Employment area preference: Peidmont Area.

WORTH THOMAS COBLE, JR.

Durham

Member of NCPhA and APhA Student Branches. Pharmacy experience at Watts Hospital Pharmacy and Westside Pharmacy, Durham. Has not yet accepted employment following graduation. Unmarried. Chapel Hill address: 35 Rogerson Drive.

ROBERT WESLEY COTTEN

Fuquay-Varina

Member of NCPhA and APhA Student Branches; Kappa Psi Fraternity. Has not yet accepted employment following graduation. Employment area preference: Raleigh. Unmarried. Chapel Hill address: 117 West Rosemary Street.

JERRY CARL DAVIS

Pine Level

Member of NCPhA and APhA Student Branches. Pharmacy experience at Duke Hospital Pharmacy, Durham. Has accepted employment following graduation. Married, no children. Chapel Hill address: 182 Bagley Drive.

CLASS OF 1967

PATSY ANN DUNN
CHAPEL HILL

S. M. FREEMAN
ELKIN

SUSAN G. GRETZ
HENDERSONVILLE

JAMES RAY HALL
SANFORD

DONNA L. HARTMAN
SELLERSVILLE, PA.

GENE F. HERRING
WARSAW

W. P. HORNE
HAMLET

JAMES S.KENNEDY
SHELBY

E. L. LOWDERMILK
VALDESE

ROBERT B. LOWE
SWANNANOA

JAMES D. MASSEY
WAYNESVILLE

LAWRENCE C. MEADS
SHAWBORO

GERALD L. MEDLIN
BENSON

H. M. MICHAEL
HIGH POINT

THOMAS M. MOORE
WILMINGTON

JACK L. MORGAN,JR
RALEIGH

Patsy Ann Dunn

Rockingham

Member of NCPhA and APhA Student Branches; Kappa Epsilon. Has also attended Wilmington College. Pharmacy experience at Rex Hospital Pharmacy, Raleigh and Alamance County Hospital. Has not yet accepted employment following graduation. Chapel Hill address: 12 A Town House Apts.

Stephen Monroe Freeman

Elkin

Member of NCPhA and APhA Student Branches; Pharmacy Senate. Has also attended N. C. State University. Pharmacy experience at Royall Drug Company, Inc., Elkin. Employment area preference: Northwestern part of state. Unmarried. Chapel Hill address: 35 Rogerson Drive.

Susan Gertrude Gretz

Hendersonville

Member: NCPhA and APhA Student Branches; Order of the Old Well; Kappa Epsilon; Women's Residence Council (chairman); President Whitehead Dorm; Rho Chi (Vice President); Valkyries (Treasurer). Pharmacy experience at Salley's Drug Store, Asheville, and Pardee Memorial Hospital, Hendersonville. Employment area preference: Wilson County. Chapel Hill address: 200 Whitehead Dorm.

James Ray Hall

Sanford

Member of NCPhA and APhA Student Branches; Pharmacy Senate (President); Rho Chi (President); Kappa Psi (Vice President); Student Body Pharmacy School (Vice President). Pharmacy experience at Mann's Drug No. 1, Sanford. Will attend graduate school. Unmarried. Chapel Hill address: 117 W. Rosemary Street.

Donna Lee Hartman

Sellersville, Pa.

Member: NCPhA and APhA Student Branches; Pharmacy Newspaper; Dormitory Officer. Pharmacy experience at Hollingsworth Drug Store, Mt. Airy, and Rea & Derick Drug Company, Allentown, Pennsylvania. Employment area preference: Chapel Hill or Durham. Chapel Hill address: 212 Whitehead.

Gene Frederick Herring

Warsaw

Member of NCPhA and APhA Student Branches. Has also attended Atlantic Christian College. Pharmacy experience at Davis Pharmacy and Wallace Drug Company. Has accepted employment following graduation. Unmarried. Chapel Hill address: 119 Craige Dormitory.

William P. Horne, Jr.

Hamlet

Member of NCPhA and APhA Student Branches. Has also attended Louisburg College. Pharmacy experience at Birmingham Drug Company, Hamlet. Has accepted employment following graduation. Unmarried Chapel Hill address: 119 Craige Dorm.

James Stephen Kennedy

Shelby

Member: NCPhA and APhA Student Branches; Pharmacy Student Body (President); Pharmacy Class President; Pharmacy Senate; Student Branches (Vice President); Rho Chi (Vice President); Phi Eta Sigma. Has also attended U. S. Naval Academy. Will attend Graduate School following graduation. Married, no children. Chapel Hill address: 162 Daniels Road.

Edward L. Lowdermilk

Valdese

Member of NCPhA and APhA Student Branches; Phi Delta Chi (Reporter); Pharmacy Senate (Reporter); Student Newspaper Staff. Pharmacy experience at Rock Drug Store, Valdese. Employment area preference: Central North Carolina (Prefer hospital work). Unmarried. Chapel Hill address: 206 Fetzer Lane.

Robert B. Lowe

Swannanoa

Member: NCPhA and APhA Student Branches; Phi Delta Chi (President and Social Chairman); Pharmacy Senate (Pledge Master); Student Branches (President); Professional Intrafraternity Council University Party (Treasurer). Pharmacy experience at Ward's Drug Store, Swannanoa, Black Mountain Drug Company; V. A. Hospital, Durham. Employment area preference: Western Carolina. Married, no children. Chapel Hill address: 27 Hilltop Mobile Court.

James Dale Massey

Waynesville

Member: NCPhA and APhA Student Branches; Pharmacy Senate. Also attended Mars Hill College. Pharmacy experience at Smith's Drug Store, Waynesville and Eckerd's Drug Store, Asheville. Has not yet accepted employment following graduation. Employment area preference: Piedmont. Unmarried. Chapel Hill address: 205 University Drive.

Lawrence Craig Meads

Shawboro

Member of NCPhA Student Branch; Kappa Psi. Pharmacy experience at Fearing's Pharmacy Inc. and Todd's Pharmacy. Has not yet accepted employment following graduation. Employment area preference: Piedmont. Unmarried. Chapel Hill address: 117 West Rosemary.

Gerald Lloyd Medlin

Benson

Member of the NCPhA Student Branch. Chapel Hill address: 136 Daniels Road. Married, no children. Has not yet accepted employment following graduation. Employment area preference: Central Region.

Howard Mitchell Michael

High Point

Member: NCPhA and APhA Student Branches; Senior Class President. Pharmacy experience at McLarty Drug Company, High Point. Has accepted employment following graduation. Married, no children. Chapel Hill address: 205 University Drive.

Thomas Marion Moore

Wilmington

Member of NCPhA and APhA Student Branches; Pharmacy Senate; Pharmacy School Newspaper. Also attended Wilmington College. Pharmacy experience at Carter's Pharmacy, Wilmington, and Eckerd's Drugs, Durham. Has accepted employment following graduation. Unmarried. Chapel Hill address: 1704 Granville Towers.

Jack Ledwell Morgan, Jr.

Raleigh

Member: NCPhA and APhA Student Branches; Kappa Psi (President). Has also attended Wake Forest College. Pharmacy experience at Glovers Drug Store, Clarksville, Virginia. Plans to enter graduate school. Unmarried. Chapel Hill address: 117 W. Rosemary Street.

CLASS OF 1967

MICHAEL M. MORRIS
NEWTON GROVE

CHARLES E. MYERS
MOUNT AIRY

JUDITH K. NELSON
HILLSDALE, N. J.

JUDIE W. PHILLIPS
HAYESVILLE

JOHN F. RAWLINS
TARBORO

DAVID K. RICKELTON
CHARLOTTE

C.W. ROBINSON, JR.
WINSTON-SALEM

ELLON G. SEAWELL
ROCKINGHAM

MARGARET E. SHAW
WAGRAM

MARY I. SILVER
CHAPEL HILL

NELLIE J. SILVER
CHAPEL HILL

CHARLOTTE J. SMITH
CHARLOTTE

LARRY E. SMYRE
HICKORY

ROBERT N. SYKES JR.
SMITHFIELD

JOHN B. TAYLOR
BOONE

MARY G. TEAGUE
FAYETTEVILLE

Michael Monzo Morris

Newton Grove

Member: NCPhA and APhA Student Branches; Pharmacy Senate; Phi Delta Chi. Pharmacy experience at Newton Grove Drug Company, Newton Grove, and Morris Drug Company, Bayboro. Employment area preference: East or Coastal North Carolina. Unmarried. Chapel Hill address: 1723 West Granville Towers.

Charles Earl Myers

Mount Airy

Member: NCPhA and APhA Student Branches. Vice-President of Senior Class. Has also attended Western Carolina College. Has not yet accepted employment following graduation. Employment area preference: Greensboro or Piedmont. Married, no children. Chapel Hill address: 615-C Hibbard Street.

Judith Karen Nelson

Hillsdale

Member: NCPhA and APhA Student Branches; University Party. Has not yet accepted employment following graduation. Employment area preference: Chapel Hill, Raleigh or Durham. Chapel Hill address: 101 West Longview Street.

Judie Wayne Phillips

Hayesville

Member: NCPhA and APhA Student Branches; Kappa Epsilon. On Women's Residence Council; Whitehead Dorm. (President). Has also attended Young Harris College. Pharmacy experience at Burch Rexall Drug; Ray's Pharmacy in Hayesville. Employment area preference: Western North Carolina. Chapel Hill address: 200 Whitehead.

John Frederick Rawlins

Tarboro

Member: NCPhA and APhA Student Branches; Kappa Psi; YRC; YMCA. Pharmacy experience at Edgecombe Drug Company, Tarboro, and Franklin Drug Company, Greensboro. Has not yet accepted employment following graduation. Employment area preference: Piedmont. Chapel Hill address: 117 W. Rosemary Street.

David Kendall Rickelton

Charlotte

Member of the NCPhA and APhA Student Branches. Has also attended David Lipscomb College, Nashville, Tenn. Pharmacy experience at Eckerd's Drugs, Charlotte. Has not yet accepted employment following graduation. Unmarried. Chapel Hill address: 431 Avery Dorm.

Clyde Wilson Robinson, Jr.

Winston-Salem

Member of the NCPhA and APhA Student Branches; Freshman Track. Pharmacy experience at Patterson Drug Company, Inc., Winston-Salem. Has not yet accepted employment following graduation. Employment area preference: Winston-Salem or Charlotte. Unmarried. Chapel Hill address: 311 W. University Drive.

Ellon Grace Seawell

Rockingham

Member: NCPhA and APhA Student Branches; Kappa Epsilon (President); UNC Student Branches (Secretary); Gamma Beta Phi; Baptist Student Union. Pharmacy experience at Galaxy Drugs, Rockingham. Employment area preference: Raleigh, Winston-Salem or Greensboro. Chapel Hill address: 138 Nurses' Dorm.

Margaret Elliott Shaw

Wagram

Member: NCPhA and APhA Student Branches; Kappa Epsilon (Secretary and Newspaper Reporter). Pharmacy experience at Scotland Drug Company, Laurinburg. Has not yet accepted employment following graduation. Chapel Hill address: 142 Nurses Dorm.

Mary Ida Silver

Kenly

Member: NCPhA and APhA Student Branches. Has also attended North Carolina State University. Has not yet accepted employment following graduation. Employment area preference: Eastern North Carolina. Chapel Hill address: 732 Tinkerbell Road.

Nellie Jane Silver

Kenly

Member: NCPhA and APhA Student Branches. Has also attended North Carolina State University. Pharmacy experience at Watts Hospital Pharmacy, Durham. Has not yet accepted employment following graduation. Employment area preference: Raleigh or Eastern North Carolina. Chapel Hill address: 732 Tinkerbell Road.

Charlotte Jacquelyn Smith

Charlotte

Member of the NCPhA and APhA Student Branches. Pharmacy experience was at Eckerd's Drugs, Charlotte. She has accepted employment following graduation. Chapel Hill address: 156 Nurses Dorm.

Larry E. Smyre

Hickory

Member: NCPhA and APhA Student Branches; Pi Kappa Phi. Pharmacy experience at Mann's Drug Store, Chapel Hill, and City Pharmacy, Newton. Employment area preference: Western Piedmont. Unmarried. Chapel Hill address: 206 W. Cameron Avenue.

Robert Nathan Sykes, Jr.

Smithfield

Member of the NCPhA and APhA Student Branches. Has not yet accepted employment following graduation. Employment area preference: Piedmont region of North Carolina. Unmarried. Chapel Hill address: 418 Craige Dorm.

John Bynum Taylor

Boone

Member: NCPhA and APhA Student Branches. Pharmacy experience at Charles A. Cannon, Jr. Memorial Hospital Pharmacy, Banner Elk. Has accepted employment following graduation. Unmarried. Chapel Hill address: 333 Craige Dorm.

Mary Gray Teague

Fayetteville

Member: NCPhA and APhA Student Branches; Order of Valkyries (President); Alpha Delta Pi (Vice-President); Kappa Epsilon. Pharmacy experience at Market Square Drugs and Cape Fear Valley Hospital, Fayetteville. Employment area preference: Chapel Hill. Chapel Hill address: 342 Nurses Dorm.

CLASS OF 1967

ANDRE T. TENNILLE
KINSTON

JOHN B. TINKLER
CLIFFSIDE

NEEDHAM E. WARD
RALEIGH

C. M. WHITEHEAD
RAMSEUR

R. D. WILKERSON
WILSON

MARK O. WILLIAMS
LAURINBURG

BARBARA A. WILLIS
LINCOLNTON

DAVID M. YOUNG
HENDERSONVILLE

RONALD E. YOUNG
CHRISTIANSBURG, VA.

1967

GRADUATING CLASS

SCHOOL OF PHARMACY

UNIVERSITY OF NORTH CAROLINA

ANDRE TOWNSHEND TENNILLE

Kinston

Member of NCPhA and APhA Student Branches. Pharmacy experience at Queen Street Medical Center Pharmacy, Kinston. Has not accepted employment following graduation. Employment area preference: Near Beach—Morehead City. Married, 1 child. Chapel Hill address: 48 Maxwell Road.

JOHN BRUCE TINKLER

Cliffside

Member: NCPhA and APhA Student Branches; YWCA; University Party. Also has A.B. degree in History. Pharmacy experience at Asher-McAdams Drug Company, Burlington. Employment preference: Piedmont or Western N. C. Married, 1 child. Chapel Hill address: 8-F Towne House Apartments.

NEEDHAM E. WARD

Wilson

Member: NCPhA and APhA Student Branches. Has also attended Atlantic Christian College. Pharmacy experience at Mann Drug Company. Has not yet accepted employment following graduation. Married, no children. Home address: 301 W. Lee Street, Mebane.

CHARLES MICHAEL WHITEHEAD

Ramseur

Member: NCPhA and APhA Student Branches; Yackety Yack; Pharmacy Senate; Phi Delta Chi (President); Student Government Committee. Pharmacy experience at Ramseur Pharmacy. Has accepted employment following graduation. Unmarried. Chapel Hill address: 1721 W. Granville Towers.

ROBERT D. WILKERSON

Wilson

Member: NCPhA and APhA Student Branches. Pharmacy experience at Morrison's Drug Store and Wilson Memorial Hospital, Wilson. Expects to attend Graduate School following graduation. Married, no children. Chapel Hill address: 10 Audley Lane.

MARK OLIVER WILLIAMS

Laurinburg

Member: NCPhA and APhA Student Branches; Kappa Psi. Vice-President of Student Body; Pledgemaster of Kappa Psi. Pharmacy experience at Hedgpeth Pharmacy, Lumberton. Employment area preference: Raleigh. Unmarried. Chapel Hill address: 117 West Rosemary Street.

BARBARA ANN WILLIS

Lincolnton

Member: NCPhA and APhA Student Branches; Kappa Epsilon; Alpha Delta Pi. Secretary-Treasurer of Senior Class. Pharmacy experience at Economy Rexall Drug Store, Lincolnton. Has not yet accepted employment following graduation. Employment area preference: Charlotte. Chapel Hill address: 342 Nurses Dorm.

DAVID MARION YOUNG

Hendersonville

Member: NCPhA and APhA Student Branches; Pharmacy Senate; UNC Pharmacy Newspaper. Pharmacy experience at Jackson Pharmacy, Inc., Hendersonville. Has accepted employment following graduation. Unmarried. Chapel Hill address: 35 Rogerson Drive.

RONALD EDWIN YOUNG

Christiansburg, Va.

Member: NCPhA and APhA Student Branches. Pharmacy experience at Thompson-Hogan Drug Company, Christiansburg, Va. Has not yet accepted employment following graduation. Employment area preference: Piedmont. Unmarried. Chapel Hill address: 214 Joyner.

Eason Becomes Partner

Walter G. Eason, manager of Thompson Pharmacy, Rocky Mount, has become a partner of the firm. Formerly assistant manager, Eason was promoted to manager of the firm following death of Buddy Pearce in late 1966.

Robinson Elected

Tom Robinson is the newly installed president of the Wayne County Pharmaceutical Society, which meets in Goldsboro. Other officers are Jesse Stewart, vice president; John Myhre, secretary; and Bill Gibson, treasurer.

Welfare Notes

(1) Since refills are now permitted, duplication of same Rx # in billing Welfare will be accepted. MD is not limited on number of refills authorized except in case of HR2 drugs.

(2) *IMPORTANT.* Some pharmacists have deducted the $1 from blue claim form prior to billing Welfare in February. *THIS IS INCORRECT.* Continue billing as you have in the past; Welfare will deduct $1 on each Rx. If you deduct $1 and Welfare deducts $1, the result is apparent.

WE REPEAT, DO NOT DEDUCT THE $1 PER RX IN BILLING WELFARE. ON 100 RXS, WELFARE WILL DEDUCT $100 FROM YOUR TOTAL BILLING.

WAGE-HOUR LAW (FEDERAL)

Effective February 1, 1967, pharmacies with annual sales of at least $500,000 are now covered. After February 1, 1969, all retail enterprises with sales of at least $250,000 will be covered. If you are above the $500,000 figure, write the NCPhA for more information.

An inventory of the HR2 *Combination* Stimulant & Depressant Drugs must be made on April 1, 1967, and the inventory retained for three years. In preparation for the inventory, the NCPhA will mail its members (1) The basic list of HR2 drugs; (2) A list of more than 300 drugs exempted from the Abuse Act; and (3) an inventory form.

No alphabetized printed list will be available due to the hundreds of possible combinations. Antibiotics, biologicals and narcotics *are not* required in the inventory. Additional details with the inventory form mailing.

PROFESSIONAL FEE:

If you are interested in determining what your professional fee would be, based on your current Rx operation, we will, on request, mail the necessary forms, etc. We suggest a minimum of 1000 Rxs be included in the survey—50 to 100 new and refill Rxs per day for a minimum of 30 consecutive days.

INTERESTED IN OWNERSHIP?

We have information on a number of pharmacies for sale. Call us if interested. Ownership involves more than $$ investment; you can forget about the 50 hour work week.

Greensboro

The 42nd meeting of the Greensboro Society of Pharmacists was held in Greensboro on February 23.

Members voted to endorse the proposed revision of the Pharmacy Law and to lend its support in securing passage of the bill.

The Society will sponsor a series of quarterly educational meetings with the assistance of the UNC School of Pharmacy.

Discussed refilling of prescriptions written on Guilford County Health Department Rx blanks.

C. H. Meyers, Jr., Assistant Manager of the local office of the Social Security Administration, was guest speaker.

Burglar Alarm Routs Thieves From Car Drug

About a month ago, thieves forced their way through the front door of Car Drugs, Asheboro, and took approximately $400 in cash and 50 cartons of cigarettes.

Immediately after the break-in, the owner, Pharmacist C. A. Reaves installed a burglar alarm system.

In early March, another break-in was attempted but this time the alarm system went into operation as the night visitors broke a large drive-in window. Two cars were seen leaving the pharmacy immediately after the automatic alarm system sounded.

Convention News

HOTEL ROBERT E. LEE
WINSTON-SALEM, N. C.
MAY 7, 8, 9, 1967

SUNDAY, MAY 7

12 noon—Registration Opens—Mezzanine
Lance Booth, Coca-Cola Booth, Pharmacy Originals booth, all Mezzanine

12 noon—Reunion Luncheon—Winston Room

1:30 p.m.—Meeting—Preceptors Group—Piedmont Room

3:00 p.m.—Coffee Hour followed by Awards Session (4 p.m.)

5:00 p.m.—Meeting—N. C. Society of Hospital Pharmacists—Piedmont

7:00 p.m.—Dinner—Ballroom

MONDAY, MAY 8

8:30 a.m.—Woman's Auxiliary Executive Board

8:30 a.m.—NCPhA Coffee—Salem Room followed by

9:00 a.m.—NCPhA Business Session—State Room

8:30 a.m.—Pharmacy Originals sale opens—Mezzanine and continues through day

11:15 a.m.—Woman's Auxiliary—departure for tour of Reynolds plant and luncheon

12:30 p.m.—Luncheon—Piedmont Room—NCPhA Past-Presidents and Student Branch Past-Presidents
p.m.—Golf Tournament—Country Club
p.m.—Tour of Salem—Auxiliary and others

2:00 p.m.—Meetings:
Nominating Committee
Time and place Committee
Resolutions Committee

8:30 p.m.—Evening entertainment—under direction of James M. Darlington—Balinese Room, followed by

9:45 p.m.—Dance—Ballroom. Sponsored by O'Hanlon-Watson Drug Co.

TUESDAY, MAY 9

8:30 a.m.—NCPhA Coffee—Salem Room, followed by

9:00 a.m.—NCPhA Business Session

9:00 a.m.—Woman's Auxiliary Coffee—Ballroom—followed by

9:45 a.m.—Woman's Auxiliary Business Session—Ballroom

11:30 a.m.—TMA Business Session and Coffee—Ballroom

1:00 p.m.—Woman's Auxiliary Luncheon—Forsyth Country Club

12:30 p.m.—Fraternity luncheon (PDC)—Winston

12:30 p.m.—Fraternity luncheon (KPsi)—Piedmont Room

2:00 p.m.—NCPhA Afternoon Session—State Room

5:00 p.m.—until 6:30—King Hospitality Hour—Ballroom

9:00 p.m.—TMA Party and dance

Some of Our Guest Speakers

H. W. Adkins

President of Crandon Wholesale Drug Co., Miami, Florida

DONALD E. BAKER

Senior Pharmacist, Pharmacy Service & Drug Consultant, Div. of Medical Care Adm., HEW

DREW E. HASKINS, JR.

Past President, Tennessee Pharmaceutical Association

MAXWELL JAMES

Trade Relations Manager, Lederle Laboratories

PAUL C. OLSEN

Management Problems Editor, Drug Topics

WILLARD SIMMONS

Executive Secretary, National Assn. of Retail Druggists

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

PHARMACIST for hospital pharmacy. Attractive salary, excellent working conditions and liberal fringe benefits including 2 weeks vacation, 12 days sick leave and 6 holidays per year and life insurance. For full information, contact Evelyn Weaver, Personnel Director, St. Joseph's Hospital, Asheville, North Carolina.

OPPORTUNITY FOR A PHARMACIST—$1,000 per month plus profit sharing plan. Old established business in an All American City. Good hours and working conditions; excellent prescription volume. Can buy in future. Write WRL-3, c/o **Carolina Journal of Pharmacy** for additional details.

NOW AVAILABLE—Drug store next to Colonial store in new shopping center. Complete with fixtures. Good opportunity for pharmacist. Contact Jesse Harris, Hertford, N. C. Phone 426-5429 or 426-5434.

Menj Merchandising Workshop

If you, as a pharmacy owner/manager, are responsible for the merchandising and display in your pharmacy, or if this responsibility is assigned to an employee, you or your employee are invited to attend a 1-day

MENJ MERCHANDISING WORKSHOP
INSTITUTE OF PHARMACY
CHAPEL HILL, NORTH CAROLINA
THURSDAY, APRIL 6, 1967
9 A.M. to 5 P.M.

SPONSORED BY THE
TRADE RELATIONS DEPARTMENT OF MENLEY & JAMES LABORATORIES AND THE NCPhA COMMITTEE ON SOCIAL AND ECONOMIC RELATIONS

- No registration fee
- Free lunch
- Limit of 30 registrants (on a first come basis)

The MenJ Merchandising Workshop will be supervised by MenJ Representatives from Philadelphia with plenty of know-how. Remember *Contac*?

Topics to be covered during the Workshop:

—Drug Products Merchandising
—How to Determine the Best Locations for Displays
—How to Arrange Products Within a Display
—How to Make Effective Use of Floor & Counter Displays
—What to Do About the Dodo on Your Shelf

THIS IS A BRAND NEW PROGRAM NOT PREVIOUSLY OFFERED IN ANY OTHER STATE. IT WILL BE CONDUCTED BY EXPERIENCED PERSONNEL. REGISTRATIONS—LIMIT ONE PER PHARMACY—NOW BEING ACCEPTED UP TO A MAXIMUM OF 30 REGISTRANTS.

Are you using an old accounts receivable system or one that is not up to date?

We would like to discuss with you our plan for keeping your receivables, it's called

TIP TOP*

- HANDLES ACCOUNTS RECEIVABLE
- INDICATES AND RECORDS TAX DEDUCTIBLE PURCHASES
- ACCUMULATES SALES TAX ON EACH CONSUMER STATEMENT AND TOTALS MONTHLY SALES TAX FOR STORE
- PROVIDES PROOF OF PURCHASE FOR MEDICAL INSURANCE PROGRAMS
- INSURES ON TIME BILLING
- ADDS SERVICE CHARGE ON PAST DUE ACCOUNTS (OPTIONAL)
- SIMPLIFIES RECORD KEEPING ON WELFARE ACCOUNTS (OPTIONAL)
- NO EQUIPMENT TO BUY OR LEASE
- CONSUMER CONCENTRATES PURCHASES WHERE MEDICAL EXPENSE RECORDS ARE KEPT. FROM ACTUAL EXPERIENCE IN STORE WHERE **TIP TOP** HAS BEEN INSTALLED EVERY STORE INCREASED CHARGE BUSINESS FROM 8% TO 32%, AND MOST STORES CUT RECEIVABLES AS MUCH AS 5% TO 15%.

*Tax Information Plan Total Owed Purchases

WE ARE A *Lilly* DISTRIBUTOR

To help you **O**WENS, *obtain* **M**INOR & *more* **B**ODEKER *business & profits*

1010 HERRING DRIVE • WILSON, N. C.

THE HOUSES *of*

Friendly and Dependable SERVICE

Year after Year

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

BELLAMY DRUG COMPANY
WILMINGTON, N. C.

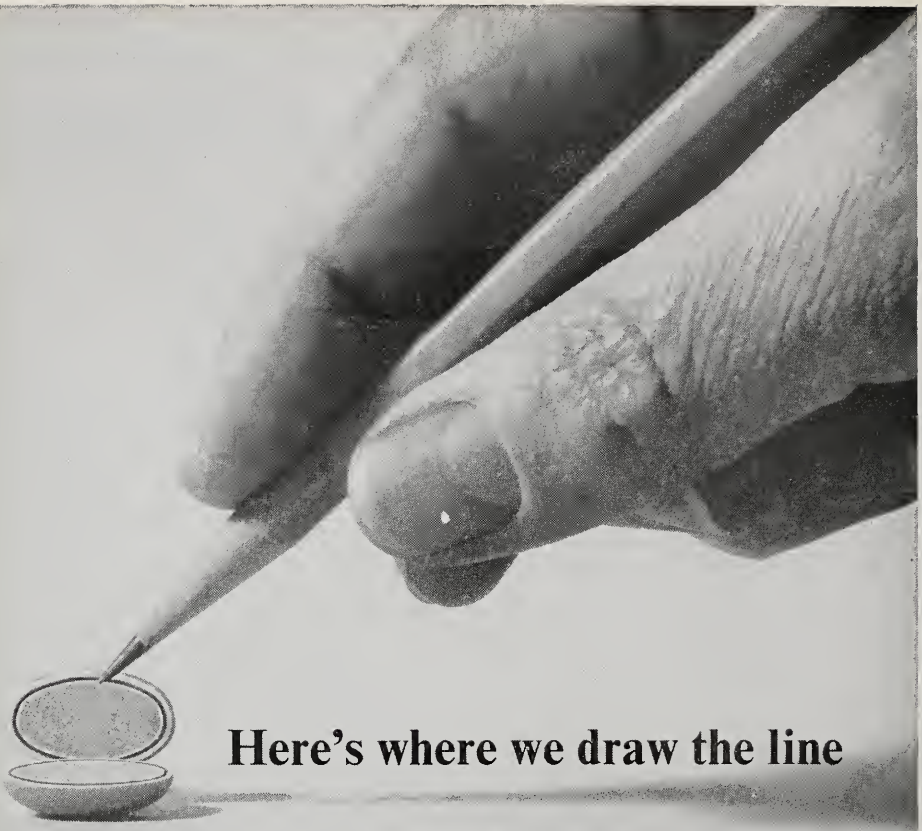
KING DRUG COMPANY
FLORENCE, S. C.

PEABODY DRUG COMPANY
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII April, 1967 Number 4

THE SIX GOLF TROPHIES PICTURED ABOVE ARE FOR THE HIGH/LOW SCORES IN THREE DIVISIONS (PHARMACISTS, TMA AND LADIES) OF THE MAY 8 AFTERNOON GOLF TOURNAMENT IN WINSTON-SALEM UNDER SPONSORSHIP OF THE TRAVELING MEN'S AUXILIARY OF THE NCPhA. TROPHIES, WITH INSCRIBED NAMES, WILL REMAIN ON PERMANENT DISPLAY IN THE INSTITUTE OF PHARMACY, CHAPEL HILL.



Here's where we draw the line

Between the inner core of ten vitamins and a layer of nine minerals in Mi-Cebrin T is a polymeric barrier. The barrier prevents potency-destroying interactions between the vitamins and the minerals. It's the kind of feature your customers can appreciate.

Why not mention it to them?

Mi-Cebrin T®

Lilly

Vitamin-Minerals Therapeutic

Eli Lilly and Company, Indianapolis, Indiana 46206

700626

LOOKING FORWARD TO MEETING AND
GREETING OUR MANY FRIENDS
AT THE

87th

ANNUAL CONVENTION OF THE N.C.P.A.

40th

ANNUAL CONVENTION OF THE WOMAN'S
AUXILIARY OF THE N.C.P.A.

53rd

ANNUAL CONVENTION OF THE T.M.A. OF
THE N.C.P.A.

We'll See You There!!

MEMBER NWA WHOLESALER

member DSC wholesaler

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 69th Year of Service to the North Carolina Retail Druggists

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

April, 1967

VOL. XLVIII No. 4

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

C. D. BLANTON, JR.
Kings Mountain

★

Vice-Presidents

S. D. GRIFFIN, JR.
Burlington

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

★

Secretary-Treasurer Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

NCPhA Convention Programs
- Sunday, May 7 Session . . . 5
- Monday, May 8 Session . . . 6
- Tuesday, May 9 Session . . . 7

NCPhA Convention Committees . . . 8
TMA Entertainment Program . . . 13
Woman's Auxiliary Convention Program . . . 15
Woman's Auxiliary Convention Committees . . . 17
Jimson Weeds . . . 19
Lederle Pharmacy Management Seminar . . . 20
State Board of Pharmacy . . . 27
UNC Pharmacy School Notes . . . 29
Doings of the Auxiliaries . . . 33
News Notes . . . 35
Classified Advertising . . . 40

ADVERTISERS

American Druggists' Insurance Co. . . . 38
B. C. Remedy Company . . . 26
Berryhill Fountain Sales . . . 28-39
CIBA Pharmaceutical Company . . . 14
Davenport-Dillard, Inc. . . . 24
Geer Drug Co. . . . 10-22
Henry B. Gilpin Company . . . 28
Justice Drug Company . . . 1
Grant E. Key, Inc. . . . 16
W. H. King Drug Co. and Associates . . . 4th Cover
Lance, Inc. . . . 36
Eli Lilly & Company . . . 2nd Cover
McCourt Label Company . . . 30
Owens, Minor & Bodeker . . . 3rd Cover
Quinton Company . . . 18
Ramsey Manufacturing Corporation . . . 36
Reaco Products . . . 30
A. H. Robins . . . 12
E. N. Rowell Company . . . 23
Sealtest Foods . . . 32
Scott Drug Company . . . 2
Seeman Printery . . . 25
Smith Wholesale Drug Company . . . 30
Stanback Company, Ltd. . . . 9
The Upjohn Company . . . 34

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Jay Seibel

(Sunday night, May 7, Program)
OUR SPEAKER

Jay Seibel of Lynchburg, Virginia has been making speeches and entertaining for many years. He started in radio as a pianist and dramatic director with a station in Pennsylvania and has served in many capacities in radio broadcasting since the 1930's.

He was with the National Broadcasting Company in New York City for several years working as a theatre manager with the Fred Waring Show, and in NBC's music and production departments. Seibel has been in more than sixty three-act plays in summer stock and community theatre. He was in Special Services during World War II as entertainment director in the Air Force.

He has been advertising-public relations director for an Insurance company and at one time traveled four southwestern states as sales and public relations representative for Federal Cartridge Corporation.

Jay's hobby is competitive pistol shooting and he holds an Expert rating in the National Rifle Association, Washington.

He is a member of the Lynchburg Lions Club.

Resolutions

Resolutions to be considered by the NCPhA in Winston-Salem should be mailed at least ten days prior to the Convention to either the Chairman of the NCPhA Committee on Resolutions:

Mr. S. D. Griffin, Jr., Griffin's Pharmacy, Burlington, North Carolina

or

W. J. Smith, Box 151, Chapel Hill, N. C.

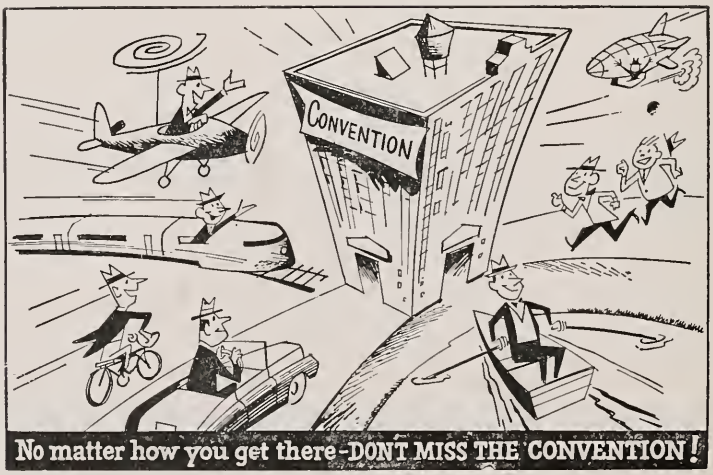
The Committee on Resolutions will meet Monday afternoon, May 8, and report to the convention delegates, Tuesday afternoon, May 9.

Introduction of Pharmacy Bill Delayed for Further Consideration at Convention

Introduction of the Pharmacy Bill (outlined in detail in the March issue of THE CAROLINA JOURNAL OF PHARMACY) has been delayed for further discussion at the May 7-9 NCPhA Convention in Winston-Salem.

The decision to temporarily delay introduction of the bill was reached after conference between members of the NCPhA Legislative Committee and Senator Henley and Representative Tate.

The Report of the Legislative Committee has been scheduled for Monday morning, May 8, Hotel Robert E. Lee, Winston-Salem.



Complete Convention Schedule

1967 ANNUAL MEETING OF THE N. C. PHARMACEUTICAL ASSOCIATION AND AFFILIATED AUXILIARIES

HOTEL ROBERT E. LEE, WINSTON-SALEM, NORTH CAROLINA
SUNDAY, MONDAY AND TUESDAY, MAY 7-8-9

SUNDAY, MAY 7

12:00—Registration Opens
12:00—Reunion Luncheon
Class of 1942 and Class of 1957
1:30—Meeting of N. C. Academy of Practical Instructors in Pharmacy
3:00—Coffee Hour
Sponsored by N. C. Mutual Wholesale Drug Company
4:00—Awards Session
50 Plus
Bowl of Hygeia
Blanton Award
TMA Man of the Year
N. C. Academy of Pharmacy
5:00—Meeting of N. C. Society of Hospital Pharmacists
7:00—Annual Opening Session Dinner—NCPhA, TMA, Woman's Auxiliary
8:00—NCPhA President's Address—Charles D. Blanton, Jr.
8:30—Entertainment: "Believe You Can Succeed and You Will!" Jay Seibel, Former Theatre Manager for the Fred Waring Show

COMPLETE CONVENTION SCHEDULE

Monday NCPhA Business Session—Page 6
Tuesday NCPhA Business Session—Page 7
Traveling Men's Auxiliary, NCPhA—Pages 12-13
Woman's Auxiliary, NCPhA—Page 15
Convention Committees—Pages 8-17

PICTURES PRIZES REFRESHMENTS

Colorcraft Corporation will be the official convention photographer. NCPhA badges will be numbered. Prizes will be awarded on the basis of attendance at business sessions. Coca-Cola and Lance booths will be located near the major convention events. "Pharmacy Originals" sale opens on Monday.

NCPhA Convention Session

MONDAY, MAY 8

8:30 A.M.—Coffee

9:00 A.M.—**NCPhA Business Session**

Rite of The Roses

Panel Discussion:

MEDICARE AND THE PHARMACIST, 1967

Donald E. Baker, Senior Pharmacist
Pharmacy Service & Drug Consultant, HEW

Russell R. Chambers, Director, Medical Services
State Board of Public Welfare

Fred M. Eckel, Director
Plan of Assistance (Hospital Pharmacy)

Address

"PHARMACEUTICAL PROGRESS REQUIRES PROFESSIONAL AND INDUSTRY COOPERATION"

Willard Simmons, Executive Secretary
National Association of Retail Druggists

CURRENT STATUS OF THE DRUG ABUSE CONTROL AMENDMENTS OF 1965 (DACA)

John Finlator, Director
Bureau of Drug Abuse Control
Food and Drug Administration

LEGISLATIVE REPORT

Robert B. Hall, Chairman
NCPhA Committee on Legislation

Adjourn Business Session

12:30 P.M.—Luncheon. Past Presidents of the North Carolina Pharmaceutical Association and the Student Branch of the NCPhA.

2:00 P.M.—Golf Tournament at The Forsyth Country Club. Six Trophies (high/low score in three divisions: NCPhA Members, TMA Members, Ladies. Green fees courtesy of B. C. Remedy Company.

2:00 P.M.—Tour of Old Salem. Auxiliary and others.

8:30 P.M.—O'Hanlon-Watson Drug Company Sponsored Entertainment in the Auditorium of the North Carolina School of The Arts. Dance in The Hotel Robert E. Lee at 10 P.M.

NCPhA Convention Session - Entertainment

TUESDAY, MAY 9

8:30 A.M.—Coffee

9:00 A.M.—NCPhA Business Session

Report: UNC School of Pharmacy and Pharmaceutical Research Foundation—Dean George P. Hager

THE LEDERLE PHARMACY MANAGEMENT SEMINAR

Maxwell James, Moderator
Manager of Trade Relations, Lederle Laboratories

H. W. Adkins, President
Crandon Wholesale Drug Company

Drew E. Haskins, Jr., Past President
Tennessee Pharmaceutical Association

Dr. Paul C. Olsen, Director of Marketing Research
Drug Topics and Drug Trade News

ADJOURN SESSION

12:30 P.M.—Fraternity Luncheon—Phi Delta Chi

12:30 P.M.—Fraternity Luncheon—Kappa Psi

CONCLUDING BUSINESS SESSION

2:00 P.M.—NCPhA Business Session

Reports:

Public Health and Welfare—John T. Henley
APhA Affiliation Study—Edwin R. Fuller
NCPhA Dues Study—James L. Creech
Professional Relations—W. T. Boone

"Efficiency in Handling Welfare Rx Paperwork"—Jack Alexander, Morganton

Pharmacy School Visiting—Joe P. Barbour, Jr.
Mental Health—George P. Hager
Nursing Homes—Seth G. Miller
Hospital Pharmacy—Claude U. Paoloni
Social and Economic Relations—B. Cade Brooks
State Board of Pharmacy—H. C. McAllister
N. C. Pharmaceutical Association—W. J. Smith
Resolutions—S. D. Griffin, Jr.
Time and Place—
Installation of Officers

5:00 P.M.—King Hospitality Hour

9:00 P.M.—Floor Show and Dance
Sponsored by The Traveling Men's Auxiliary of the NCPhA

87th Annual Convention

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
WINSTON-SALEM, NORTH CAROLINA MAY 7-8-9, 1967
CONVENTION COMMITTEES

Executive Committee

JAMES A. WAY, JR., Local Chairman
CHARLES T. DIXON, Chairman, Publicity
LESLIE M. MYERS, Chairman, Guest Greeters
JOHN W. ANDREWS, Chairman, Prizes & Tickets
G. C. HARTIS, Chairman, Welcome

Publicity

Charles T. Dixon, Chairman
E. W. Rollins
A. C. Dollar, Jr.
Gilbert C. Hartis, Jr.

Guest Greeters

Leslie M. Myers, Chairman
A. R. Johnson
Ernest J. Rabil
James M. Darlington
H. C. Mayberry

Prizes and Tickets

John W. Andrews, Chairman
R. C. Jackson
James F. Lowder
C. B. McKenzie
J. A. Sitison, Jr.
William A. Simmons
Charles F. Speranza

Welcome

G. C. Hartis, Chairman
J. P. Andrews
Charles D. Bell
Mrs. Cecilia S. Barber
A. B. Bobbitt
Cecil L. Branan
William C. Brantley
C. S. Brinkley
E. L. Cahill
Miss Virginia Caudle
Donald K. Chapman
Robert O. Cox
Charles M. Davis, Jr.
Keith Denny
Ralph H. Dunlap
James W. Edwards
L. E. Ferguson
H. L. Flynn
Howard S. Fox
Prentiss L. George, Jr.
Ronald M. Goldman
Wade A. Gilliam
Ollie C. Harrell
Mrs. W. G. Harris, Jr.
Steven V. Harrison
Mrs. Margaret M. Hartis
J. A. Hutchins
Allison James
E. T. Jenkins
Miss Gladys Joyce
Mrs. Paul Kirkman
Harold E. Koslow
L. Craig Lewis
Miss Sara F. Lore
William W. Northcott
Joe Pinnix
John M. Pinnix, Jr.
Homer F. Pulliam
Joe P. Richardson
Stuart W. Rollins
Ritchie A. Russell
Sam L. Sehorn
Darle Shouse
Roger H. Sloop
Dewey H. Stonestreet
G. R. Talbert
Joseph H. Wilson

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

Yes—It's Income Tax Time Again!

HOW MANY OF *YOUR* CUSTOMERS HAVE ASKED *YOU* FOR TAX RECORDS?

HOW MANY OTHER CUSTOMERS WOULD LIKE THEM?

WOULDN'T YOU LIKE TO HAVE PREPRINTED STATEMENT?

TIP TOP *can build business for you with Geer's Data Processing Statement. You'll be surprised how much itemized listing of accounts can mean to you.*

FOR FURTHER INFORMATION CONTACT

DATA PROCESSING COMPANY
A DIVISION OF
THE GEER DRUG COMPANY
P. O. BOX 5527 - PHONE (803) 585-0156
SPARTANBURG, S. C. 29301

Willard Simmons Visits N. C. In May

Willard B. Simmons (left), Executive Secretary of the National Association of Retail Druggists, will address the convention delegates at the Monday Morning, May 8, NCPhA Business Session.

Subject:

"Pharmaceutical Progress Requires Professional and Industry Cooperation"

The Winston-Salem State Teachers College Choir, pictured above, are part of the entertainment program on Monday night, May 8. A varied program, including a Guitarist and a Ballet, will be presented by and at the N. C. School of the Arts under sponsorship of O'Hanlon-Watson Drug Company.

RAY ROMAINE & CLAIRE
DELIGHTFULLY DIFFERENT

Bob McElroy and Ca

An expose on Ventriloquism with Col. Wood and Shorty

DELIGHTFULLY DIFFERENT

Amusement

THE WINSTONS

PROFILES IN MUSIC

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY

PRESIDENT: Tom Sanders, Raleigh
VICE-PRESIDENT: Hugh Sconyers, Charlotte
SECY.-TREAS. J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

T. M. A. PHARMACEUTICAL PHOLLIES OF '67

SPONSORED BY
THE TRAVELING MEN'S AUXILIARY OF THE NCPhA
BALLROOM, HOTEL ROBERT E. LEE, WINSTON-SALEM, MAY 9

FLOOR SHOW

(Starring in order of appearance)

MR. DOUG MAYES	Master of Ceremonies
RAY ROMAINE AND CLAIRE	"Delightfully Different"
THE WINSTONS	"Profiles in Music"
BOB McELROY AND CAROL	"Satellite Spectacular"

Music for Show and Dancing
THE LEE MIDDLETON ALL STARS

TOM SANDERS
President, TMA

Business Session

The annual TMA business session will be held on Tuesday, May 9, 11:30 a.m., in the ballroom of The Hotel Robert E. Lee.

Golf Tournament (see cover page) is scheduled for Monday, May 8, 2 p.m., at The Forsyth Country Club. Leon Kimball, Chairman of Arrangements for Tournament.

W. H. (Red) Worley, Jr., as TMA Entertainment Chairman, selected the acts pictured on opposite page, which together with a Dance, is under the sponsorship of the TMA of the NCPhA.

ESIDRIX doesn't sound like hydrochlorothiazide ESIDRIX doesn't look like hydrochlorothiazide . . . but ESIDRIX is hydrochlorothiazide.

As a matter of fact, ESIDRIX is the

original hydrochlorothiazide.

Think of ESIDRIX® (hydrochlorothiazide CIBA) the next time you see a prescription for hydrochlorothiazide

RAPID TURNOVER ASSURED WITH ESIDRIX® (hydrochlorothiazide CIBA)

SUPPLIED: *Tablets*, 50 mg (yellow, scored) and 25 mg (pink, scored); bottles of 100, 1000, 5000.

C I B A

2/3482DBS CIBA Pharmaceutical Company, Summit, N. J.

Convention Program

SUNDAY, MAY 7

12:00 Noon—Registration Opens. Hotel Robert E. Lee
3:00 P.M.—Coffee
4:00 P.M.—Awards Session
7:00 P.M.—Dinner
Pharmacy Originals will be on sale beginning Monday a.m.

MONDAY, MAY 8

11:15 A.M.—Tour of Whitaker Park & Luncheon
2:00 P.M.—Golf Tournament
2:00 P.M.—Tour of Old Salem concluding with a Moravian Tea sponsored by Bennett-Lewallen Company.
8:30 P.M.—Entertainment sponsored by O'Hanlon-Watson Drug Co.

TUESDAY, MAY 9

9:00 A.M.—Coffee. Sponsored by Goody's Manufacturing Corporation
9:45 A.M.—Business Session
1:00 P.M.—Sealtest Luncheon—Forsyth Country Club
5:00 P.M.—King Hospitality Hour
9:00 P.M.—TMA Floor Show and Dance

Convention Invitation

As the 1966-67 term draws all too swiftly to a close, it is the President's privilege and honor to invite all members of the Woman's Auxiliary of the North Carolina Pharmaceutical Association to the Fortieth Convention in the Robert E. Lee Hotel, Winston-Salem, May 7-9, 1967.

The advance plans of the Winston-Salem Apothecary Club hold great promise:

Monday morning: Tour of the beautiful Whitaker Park as guests of the R. J. Reynolds Company, followed by a luncheon.

Monday afternoon: Tour of Old Salem and a Moravian Tea.

Tuesday morning: Coffee Hour honoring wives of faculty of the UNC School of Pharmacy.

Annual business Session and Prize Drawing.

Tuesday noon: Sealtest Luncheon at the Forsyth Country Club.

In addition to the business and social functions planned for the Auxiliary, we believe all in attendance will enjoy the exciting night life.

A must for everyone is at least one visit to the "Pharmacy Originals" Booth on the mezzanine. Do your "convention shopping" with the Auxiliary this year!

Attend the Convention—you'll be glad you did. Help create the future of our Woman's Auxiliary.

Cordially,
Vivia Rives Creech, *President*
(Mrs. James L. Creech)

Brighten your

PROFIT PICTURE

with MODERN "KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers* can plan your store to increase *Sales* and *Profits* for *You!*
2. *Our Skilled Workers* and *Modern Production Facilities* can quickly turn your *Plans into Reality!*
3. The installation is completed by *Factory Trained Experts* with "know-how" to get the job done with *Minimum Inconvenience to You.*
4. Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for *Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

Woman's Auxiliary Convention Committees

Mrs. James A. Way, Jr., *General Chairman*

Hospitality Committee

Mrs. Jack Powell, *Chairman*
Mrs. Leon Cahill, *Co-Chairman*
Mrs. Tom Armas
Mrs. Paul Barber
Miss Virginia Caudle
Mrs. A. C. Dollar
Mrs. Jim Doughtry
Mrs. E. L. Douglas
Mrs. J. W. Edwards
Mrs. Prentiss George
Mrs. R. M. Goldman
Mrs. O. O. Grabs
Mrs. Ollie Harrell
Mrs. Gilbert Hartis, Jr.
Mrs. John Holland
Mrs. H. B. Hord
Mrs. Arthur Johnson
Mrs. Bill Johnson
Mrs. Tom King
Mrs. W. A. Lovecamp
Mrs. Bill Martin
Mrs. Charles O'Linn
Mrs. Joe Perkins
Mrs. W. A. Simmons
Mrs. C. F. Ridenhour
Mrs. Terry Smith
Mrs. Charles Speranza
Mrs. J. W. Ward
Mrs. John Wilkenson
Mrs. M. V. Williams

Pharmacy Originals Display and Sale

Mrs. Don Chapman, *Chairman*
Mrs. Ronald Small, *Co-Chairman*
Mrs. John Andrews
Mrs. Bill Clever
Mrs. Howard Fox
Mrs. W. E. Insch
Mrs. Paul Kirkman
Mrs. Frank Lowder
Mrs. H. C. Mayberry
Mrs. Lawrence Miller
Mrs. Frank O'Neil
Mrs. Otis Sizemore
Mrs. Roger Sloop
Mrs. Harley Smith

Tour of Salem

Mrs. J. M. Darlington, *Chairman*
Mrs. A. L. Fishel, *Co-Chairman*
Mrs. E. W. Rollins

Prizes

Mrs. D. H. Lennon, *Chairman*
Mrs. Homer Barnhardt, *Co-Chairman*

Publicity

Mrs. Leslie Myers, *Chairman*
Mrs. Ray Davis, *Co-Chairman*
Mrs. J. H. Ball
Mrs. B. G. Warren, *Chairman*

Decorations

Mrs. J. A. Sitison, Jr., *Co-Chairman*
Mrs. G. C. Hartis, Sr.
Mrs. Bob Jackson

Sealtest Luncheon

Mrs. Leon Kimball, *Chairman*

Tuesday Morning Coffee

Mrs. E. E. Merchant, *Chairman*
Mrs. Wade Gilliam, *Co-Chairman*
Serving: (State Past-Presidents)
Mrs. J. M. Darlington
Mrs. A. L. Fishel
Mrs. Leslie M. Myers
Mrs. Haywood Watson

Mrs. James A. Way, Jr.

Maintain your professional image

Merck
Prescription Chemicals
& Narcotics

Many prescriptions such as ointments, nose drops and cough syrups, to mention a few, still require the know-how of a registered pharmacist. Even a casual observer in any pharmacy is mightily impressed when he sees a prescription being compounded. There is an intangible value gained by watching an expert at work. It instills even greater respect and confidence for the profession and the man who has chosen it for his life's work. The use of Merck Prescription Chemicals will not only enhance your professional ability, it will establish you as one who demands the highest quality in chemicals used for compounding.

Merck Chemicals are distributed by **QUINTON COMPANY,** Division of **MERCK & CO., INC.,** Rahway, N. J.

Datura Stramonium

JIMSON WEEDS

BY JIM HARRISON

Convention

Those in an Association such as ours who plan Conventions do so with all members in mind and when programs are arranged the subject matter is thought out with the aim of being beneficial and rewarding not only to the membership but also to all pharmacists and all segments of pharmacy.

To participate fully, to be a voice in the affairs of the Association, to cast a vote in a decision of action, to project ones self wholly into its operation, requires membership. It is entirely natural that a member has readier access to the aids and services of the Association than has a non-member. But this fit and seemly condition does not deny that the non-member may be, and frequently is, the recipient of the countless fruits of the Association's endeavors, even though vicariously gained.

Even though the availability of all these benefits to the members far exceeds the availability to the non-members, the whole loaf is there waiting for the non-member to accept by becoming a member. That is why membership rolls are open to all who are eligible—open not only at the Convention registration table but throughout the year.

Total membership in our Association approximates 1400, not counting the Student Branch. The gain in membership is 100 or more each year and total membership should reach or surpass a figure of 1500 by Convention time. Since it is not possible for all members to attend the Convention, the number so attending is counted good when it reaches that of half the total membership. With attendance at District meetings, when held throughout the year, reaching the other half, as expected, it means the Association has directly reached all its membership. In addition, the frequent communications by mail from the Association offices enable members to keep their hands on the pulse of their own organization.

The benefits to be gained by being a member, more rewarding by being an active participant, are almost countless. You are well aware of them, and to name them here would be to gild the lily.

It goes without saying that, while by the very nature of conditions it is not possible for all pharmacists to attend the Convention, all who are able to attend, should. The fact that all pharmacists are not members and that all pharmacists cannot attend any given Convention does not make the Association any less representative of or for those who wish to have it so.

Attendance could be alternated between pharmacists, such as one or more attending one year, another or others attending the next; or in towns and cities within commuting distance, attendance for all could be arranged among themselves.

It is a fact that some pharmacists never attend; a few who have been present many, many times less than they have been absent throughout their entire careers; you yourself may be able to name one or more who have never attended, even when the site has been their own home towns. Some of these have excuses of varying validity; others have excuses of no validity, or else present no excuses whatsoever, they simply do not attend. Then there are those who attend year after year after year, even beyond the time when approaching infirmities threaten their physical competence without any accompanying diminution of mental faculties.

Those who think a proportion of pharmacists, great or small a proportion, are

(Concluded on page 23)

9:00 A. M. **TUES**

AT THE ROBERT E. LEE HOTEL

THE NORTH CAROLINA PHARMA

THE LEDERLE PHARMACY

WITH MAXWELL JAMES, MANAGER OF TRADE REL

A 2½ HOUR QUESTION & ANSWER PROGRAM DES
FRANK DISCUSSION HOW THE INDIVIDUALLY O
THE HEAVY COMPETITIVE PRESSURES OF LARG
MENT OPERATIONS

PAUL C. OLSEN

Director of Marketing Research, Drug Topics and Drug Trade News

MAXWELL JAMES

Manager of Trade Relations, Lederle Labs., who will present your questions to the Seminar speakers.

WRITE YOUR QUESTION HERE. After each of the Seminar speakers has expressed his own ideas, Mr. James will ask the speakers to answer written questions submitted by members of

Mr. Moderator, Ask Mr.....

.....

.....

.....

.....

Name.....

IF YOU CANNOT ATTEND CONVENTION, MAIL YOUR Q

MAY 9, 1967

WINSTON-SALEM, NORTH CAROLINA

TICAL ASSOCIATION PRESENTS

ANAGEMENT SEMINAR

NS, LEDERLE LABORATORIES, AS MODERATOR

ED TO POINT UP BY PRACTICAL EXAMPLE AND
) COMMUNITY PHARMACY CAN THRIVE AMIDST
LUME, LOW MARGIN TYPES OF DRUG DEPART-

H. W. ADKINS

President of Crandon Wholesale Drug Co., Miami, and General Manager of Yahr-Lange, Inc.

DREW E. HASKINS, JR.

Past President of the Tennessee Pharmaceutical Assn.; operates three pharmacies.

he Association. Write your question on this form; mail it now
or bring it to the meeting. Ask any speaker any question of im-
portance to pharmacists.

.....

.....

.....

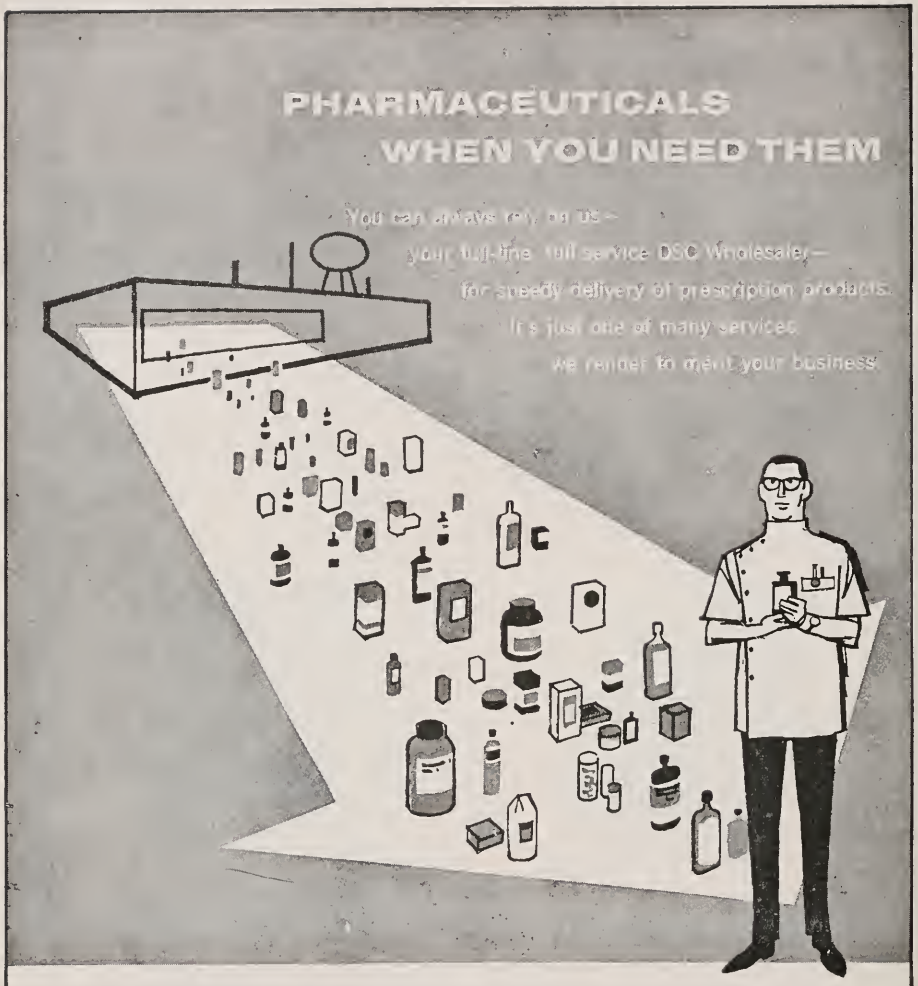
.....

.....

ress.....

heck if you do not want your name used.

N TO: W. J. SMITH, BOX 151, CHAPEL HILL, N. C. 27514


PHARMACEUTICALS
WHEN YOU NEED THEM
You can always rely on us—
your full-line, full service DSC Wholesaler—
for speedy delivery of prescription products.
It's just one of many services
we render to merit your business.

BUY FROM GEER, WHERE SERVICE IS MORE THAN A WORD. THE HOUSE THAT IS DEPENDABLE, PROGRESSIVE, GIVES QUICK, COURTEOUS SERVICE.

GEER—THE PIONEER AND STILL FOREMOST IN SERVICE

THE GEER DRUG COMPANY

CHARLESTON, GREENVILLE, SPARTANBURG, S. C.

Convention

(Continued from page 19)

not represented at a Convention, who think they are not being given an opportunity to be heard or to look and listen and otherwise participate, are not being realistic if they attribute this condition to the executors of the Association. By a lack of probing all the facets of such a condition, they have drawn an inference that exists only in their own minds and has been so self implied.

They themselves have the remedy for this self-created condition, but it must be initiated by those who think they have been left out. It is a simple remedy. First, if he is not a member, he should become one. Then he should attend the Convention even if his attendance hinges on the methods mentioned above. Then his voice will be heard in the affairs of the Association with as great a force or clamor as that of any member.

But mere membership or a name on the rolls is not enough. To be wholly beneficial, a membership must carry its own obligations. Then it becomes not a mere membership or act of passively belonging, but a satisfying and participative membership for one who is willing to discharge his obligations and embrace new ones. If one shows a willingness to accept a duty and an aptitude to execute an appointment, he has an absolute guarantee that he will be a valued and fraternally welcomed participant. Quantitative and qualitative strength will bear influential potency and be the means of making any organization truly representative. And lofty ideals assiduously striven for and often attained by concerted effort almost always make an Association a force to be reckoned with when adversity strikes.

The Membership Committee, the Officers of the Association, the Auxiliaries, local and sectional societies, wholesalers and all other allied groups have prevailed upon pharmacists year after year to attend the Convention. Some of these have done everything short of kidnapping to get them to attend. Do not disappoint them this year. Above all, do not disappoint yourself.

This year the program is studded with events certain to help you in your practice and to help smooth the operation of your business. Events for your relaxation and entertainment have not been forgotten. The face to face contracts with your fellow pharmacists which are almost always productive of exchanges of ideas applicable to your own operation are there for you to partake. Too, there are also some problems, more or less weighty, which will need your thoughtfully considered insight to help resolve. Become a member who is a fully participating member and let your voice be heard.

Winston-Salem. May 7-9.

Invitation to Student Branch

Members of the UNC School of Pharmacy Student Branch of the NCPhA and the APhA who attend the May 7-8-9 Pharmaceutical Convention in Winston-Salem will be registered without charge.

Members of the Branch may register in advance at the Institute of Pharmacy or in Winston-Salem, beginning at noon on May 7.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hirom M. King
P. O. Box 97 Monroe, N. C.

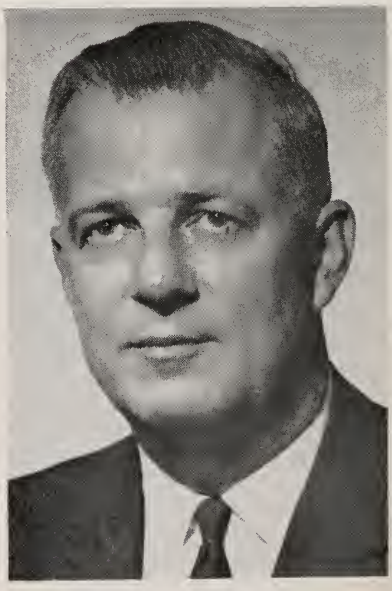
DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

JAMES A. WAY, JR.
Local Chm., NCPhA Convention



GEORGE P. HAGER, *Dean*
School of Pharmacy, UNC
Reports Tuesday, A.M.

C. D. BLANTON, JR., *President*
N. C. Pharmaceutical Assn.
Annual Report Sunday Night

S. D. GRIFFIN, JR., *President-Elect*
N. C. Pharmaceutical Association

For eighty-one years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-seventh volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Cornwell Rexall Drugs, Maiden. Hugh C. Caldwell, pharmacist/manager; A. H. Cornwell and G. T. Cornwell, owners.

2. Ray Drug Store, West Jefferson. Revis R. Eller, pharmacist/manager; Dr. R. C. Ray Estate, R. C. Ray, Jr., M.D. executor, owners.

Transfer of Ownership

1. Patterson's Cloverdale Pharmacy, 2132 Cloverdale Ave., Winston-Salem. A. Frank Robertson, pharmacist/manager. Charles G. Patterson, Jr. and William S. Patterson, owners. Formerly Hutchins' Cloverdale Pharmacy.

2. Hoskins Drug Co., 4130 Rozzell's Ferry Road, Charlotte. K. B. Spoon and G. F. Woodard, pharmacists. G. F. Woodard and Ralph Robinson, owners.

Limited Service Permits

1. Watauga County Hospital, Boone. O. K. Richardson, pharmacist.

2. Lutheran Home Pharmacy, 1265-21st St., N.E., Hickory. Mrs. Joanne McDonald, pharmacist.

Licensed by Reciprocity

1. Lowell E. Thomas from South Carolina
2. A. Franklin Robertson from Virginia
3. James D. McCutchen, Jr. from Alabama
4. Allen Hardy Fish from South Carolina
5. William R. Most from Pennsylvania
6. Robert H. Leavelle, Jr. from Virginia
7. Wanda Parsons from Alabama

Thirty-Three Pharmacists Added to Roll

Thirty-three pharmacists have been licensed to practice Pharmacy in North Carolina as a result of the examinations held in Chapel Hill, March 21-23, by the North Carolina Board of Pharmacy.

Due to the illness of Frank W. Dayvault of Lenoir, former Board member N. O. McDowell, Jr. of Scotland Neck assisted with the practical examination.

The list of newly licensed pharmacists follows:

Larry Gene Baber, Hendersonville; Sara Wells Batts, Wallace; Louis Pershing Bell, Jr., Chapel Hill; Charles Craven Bennett, Jr., Southern Pines; William Shelton Boone, Greensboro; Eugene Glenn Brown, Jr., Wilmington;

Also, William Stewart Cameron, Lillington; Margaret Clayton Gebhardt, Raleigh; Mary Helen Johnston, Raleigh; Marion Nelson Kelly, Jr., Graham; James Arnold King, Jacksonville; Larry Cleveland Kiziah, Hickory;

Also, Carroll Malcolm Laxton, High Point; Martha Victoria Leggett, Williamston; Robert Joseph McCoomons, Statesville; Quint Haynes McCoy, Statesville; Donald Claude McLeod, Galveston, Texas; Harry Leigh Matthews, Stoneville; Solon Scott Minton, III, Asheville;

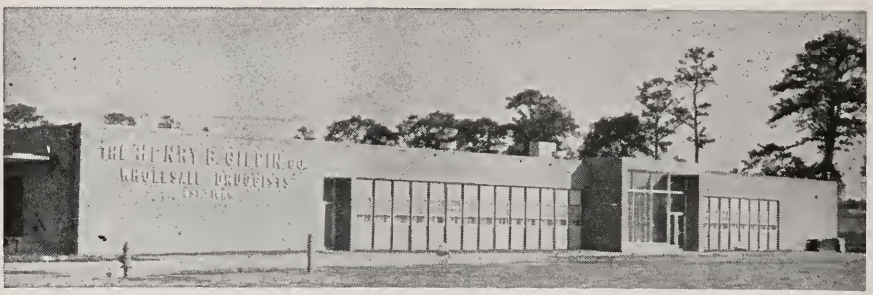
Also, Hugh Jackson Moore, Greensboro; Robert Neal Mullis, Charlotte; Neill Hector Musselwhite III, Chapel Hill; Larry Wayne Nichols, North Wilkesboro; Jones Neil Pharr, Harrisburg; William Dorsey Powell, Fuquay-Varina; Hearne Franklin Rickard II, Kannapolis;

Also, Elizabeth Paterson Rittase, Selinsgrove, Pa.; William Douglas Royeroft, Shallotte; Horace Dean Steadman, Jr., Durham; Harry Moseley Sullivan, Waynesville; Joseph Samuel Swofford, Canton; Frances Elizabeth Taylor, Chapel Hill; and Erwin Carlyle Woodard, Jr., Princeton.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

**Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina**

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.
DISTRIBUTORS

**P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.**

WRITE FOR BROCHURE

UNC Pharmacy School Notes

The National Science Foundation has awarded a new grant of $4,560 to the University of North Carolina to continue its undergraduate research participation program for the summer period in 1967. The grant will enable three undergraduate students to receive a stipend and defray expenses in the laboratory as they carry on their individual research projects. The process for selecting students is now underway with April 15 as the deadline for applying. The project is under the direction of Dr. George Cocolas.

Dean Hager along with Dean I. M. Taylor (School of Medicine) and Dr. Ruth Dalrymple (School of Nursing) represented their respective schools at a three-day Conference on Pharmacy-Medicine-and Nursing at the University of Michigan, February 16-18.

Major Leroy D. Werley, Administrator of USAF Hospital at Andrews Air Force Base, and Mrs. Werley visited the school on February 17. Major Werley was interviewed for a possible appointment on the staff.

On February 22 Dean Hager addressed the Panhellenic Council and the Carolina Women's Council on "Narcotic Addiction and Drug Abuse."

Dean Hager attended a meeting of the Regional Committee on Pharmaceutical Sciences (Southern Regional Education Board) in Atlanta, Georgia on February 27. On March 1 he participated in a meeting of the Panel on Education and Supply of Health Manpower in Washington, D. C. and attended March 13 a meeting of the National Advisory Committee on Selection of Physicians, Dentists and Allied Specialists, Selective Service System.

On March 10 a luncheon was held in honor of Mrs. Barbara Cameron and Mrs. Betsy Ellis who are leaving after working in the dean's office for a number of years. Members of the faculty and staff paid tribute to the departing secretaries.

The Board of Directors for the North Carolina Pharmaceutical Research Foundation held their annual meeting at the school on March 15. The meeting was preceded with a luncheon at the Carolina Inn with the wives of the directors as guests. A budget of $27,950 was approved by the directors for the school's use.

A pharmacy exhibit was maintained by the Wayne County Pharmaceutical Society at the Health Careers Fair held in Goldsboro on March 16, 17 and 18. The school was represented at this activity by Dr. Chambers, Dean Hager and Mr. Eckel.

Mr. Eckel addressed the Virginia Society of Hospital Pharmacists, February 18, on "Orienting Community Pharmacists to Institutional Pharmacy Practice." On March 7 he spoke to the District 5 meeting of the North Carolina Hospital Association on "Drug Laws Affecting Hospital Pharmacy" and discussed "Medicare and the Community Pharmacist" with the Gastonia Pharmaceutical Association on March 16.

Kappa Psi

Kappa Psi's annual Pledge Weekend was held March 17 and 18. A formal banquet, presentation of awards, and a dance were held at the Holiday Inn in Durham on Friday. The cocktail party held the following Saturday afternoon at the house was high-

(Continued on page 31)

WELFARE VENDOR PAYMENT DATA

	February		*July 1-February 28*		*March (Estimates)*	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	3,130	$607,898.21	31,385	$6,834,265.31	4,906	$966,879.00
Outpatient	2,356	29,006.20	28,830	411,044.59	3,815	61, 244.00
Pharmacy	51,404	627,951.52	381,264	4,691,803.59	69,082	879,823.50
Dental	76	1,442.78	1,159	24,405.58	15	3,000.00
Total	56,966	$1,266,298.71	442,638	$11,961,519.07	79,303	$1,910,946.50

SMITH WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

Reaco
Reaco B-Complex with C. Tablets $20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 25 mg. Tablets $1.80 per 100
Pyridoxine HCl (B6) 50 mg. Tablets $2.40 per 100
Reavita Capsules $34.80 Doz. 100s $28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Your cooperation in stocking Reaco Products is appreciated
REACO PRODUCTS
P. O. Box 2747
West Durham, North Carolina

Make McCourt Your "Buy-word"
A Leader In DRUG LABELS
The Finest In SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians ℞ Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels all Styles and Colors
QUALITY SERVICE SINCE 1906
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

PHARMACY SCHOOL NOTES

(Continued from page 29)

lighted by the folksinging of Al Simmons, Buck Murchison, Tom Oakley, and Frank Burton. That evening, a combo party was held at the American Legion Hut. Of the awards presented on Friday night, Jack Morgan received the past Regent's Award and James Hall received the fraternity's Athletic Award for the Senior contributing the most to intramural sports, accepted the Reginald Conway Ferrell Award honoring the Senior who has done the most for the fraternity, and was recognized as the Senior with the highest overall scholastic average. Mark Williams was presented with the Achievement Award for the most outstanding Senior. The Walter Jones Award was given to Charles Rhoden as being the non-Senior who has contributed the most to the house. Buck Albright received the Best Pledge award and the award for the pledge with the highest scholastic average. The Osler Chi Scholarship for the fraternity member involved with the actual mechanics of running the house, etc. sponsored by the Kappa Psi class of 1966, was presented by Neill Musselwhite and Jim Matthews to Clarence Lynn "Buck" Murchison.

Both of the fraternity's intramural basketball teams with records of 4-0 and 2-1 made the UNC intramural basketball tournament but both were eliminated in the first round.

The annual Kappa Psi Province III Convention of which Beta Xi is a part along with other chapters from West Virginia, Virginia, the District of Columbia and South Carolina, will be held in Richmond, Va. the weekend of April 15. Beta Xi Chapter who last year hosted the convention in Chapel Hill will sponsor a delegation to Richmond.

Phi Delta Chi

Last month Phi Delta Chi held a dinner meeting at the Pines Restaurant. The guest speaker was Dr. Jay Arena, Director of Poison Control Center of Duke University Hospital in Durham, N. C. He gave a very interesting speech on Poison Control and demonstrated several types of prescription bottles designed so that children would have a hard time getting into them.

The next Monday night the Fraternity discussed poison prevention and decided to put up a display in the Pharmacy School since National Poison Prevention Week was March 19-25th.

At the dinner meeting in April, we will have as our guest speaker Stuart Vandiviere. Mr. Vandiviere is a representative from the Parke-Davis Company.

There will be a Phi Delta Chi Luncheon at the NCPhA Convention, May 9, 1967, at 12:30.

This year Phi Delta Chi is sending Gene Anderson and Ben Williams as representatives to the APhA Convention at Las Vegas. Our advisor, Dean Hager, as President-elect heads the new slate of officers of the APhA Academy of Pharmaceutical Sciences elected by mail ballot of the members. The candidates elected will be inducted into office at the Las Vegas annual meeting.

The fraternity has started an Alumni Drive in order to pay back a loan made so generously by Dr. Brecht in order that the fraternity could build an extension to the house.

The Phi Delta Chi Banquet was held March 17 at the Blair House. Dean Hager was presented with a token of appreciation for being our advisor. Martha Dunn, our sweetheart, also received a gift. The award for the most outstanding pledge of the year was given to Ted Neal. After the dinner, there was a combo party and all the guests received a favor. Saturday night to wind up things there was another combo party held at the fraternity house.

To Receive 50 Year Pins

Fifty year certificates and pins will be presented to these pharmacists in Winston-Salem on May 7: R. E. Barrett, Burlington; Rowe B. Campbell, Taylorsville; D. A. Dowdy, High Point; Carl T. Durham, Chapel Hill; S. M. Edwards, Ayden; C. S. Mabry, Hamlet; M. C. Miles, Henderson; John T. Stevenson, Elizabeth City; and P. B. Summey, Mount Holly.

THE HI-FI'S ARE COMING

and so will your customers—

for new

Fabulous . . . the proved power of Sealtest's Hi-Fi advertising program! *Two* full-color Hi-Fi ads are coming soon in your local newspaper, to help launch this exciting *new* ice cream. And there will be lots of colorful point-of-sale materials. Plus a specially designed carton for each new flavor.

Scoop up some extra ice cream profits. Feature this new Sealtest flavor at your fountain and in your cabinet.

Sealtest
TRADE MARK
ICE CREAM

Available in bulk and cartons

DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. Gilbert Colina
- Gaston County—Mrs. Flynn Warren, Jr.
- WNC Auxiliary—Mrs. R. C. Sisk

Charlotte

Tuesday, March 14th, was "Fun Day" for members of the Charlotte Woman's Druggist Auxiliary. Games of Bridge and Hearts were enjoyed by the ladies. A short business meeting was held, after which a picnic lunch, brought by each member, was served.

The meeting was held at the home of Mrs. John J. McEvoy, Jr. of Chevron Drive.

Gaston County

The Gaston County Pharmaceutical Auxiliary met at the Public Service Gas Company for the month of March. Mrs. Jan Higby, the company's home economist, was in charge of a delightful program featuring French cooking. She showed a film and then prepared two of the dishes to demonstrate just how simple and delicious French food could be.

In the business portion of the meeting the wives decided on a steak house outing with husbands for the April meeting.

Since the local project this year is to help furnish the Western Carolina Center at Morganton, N. C. with small toys, story books and other such useful items, these were brought to the meeting. The items will be taken to the Center by Mrs. Bill Forrest, Projects chairman.

Mrs. S. J. Brown, Mrs. John Ameen, and Mrs. Gary Cloninger were hostesses and Mrs. Flynn Warren, Jr. presided over the business meeting.

Western North Carolina

The W. N. C. Drug Club Auxiliary met March 21st for lunch at the home of Mrs. J. O. Hendrix, with Mrs. Glenn Rogers, Mrs. Beaman Pinner and Mrs. James Harrison as co-hostesses.

Mrs. W. J. Brooks and Mrs. W. H. Mull were guests. Mrs. J. O. Hendrix gave a very interesting program on Treasures in Trunks.

Mrs. Lloyd Jarrett was voted a Life Membership in the local Club.

Members voted to send a donation to the Student Loan Fund at Chapel Hill.

Prizes were won by Mrs. Hayes Hall and Mrs. Harry Dover.

FOR DETAILS OF THE WOMAN'S AUXILIARY CONVENTION PROGRAM IN WINSTON-SALEM, MAY 7-9, SEE PAGE 15.

What's in the alligator bag?

Heritage.

. . . a heritage started by the man who founded the Upjohn Company 86 years ago. He carried an alligator bag; that's why our salesmen carry one.

It stands for quality. Upjohn standards of purity and efficacy in its products are high. We insist on similarly high standards of quality and integrity in the men who represent us. Our company is judged by how well we meet or surpass these marks of excellence.

Next time an Upjohn man calls, notice his alligator bag. It stands for something important: products and selling policies that help preserve your professional and commercial integrity as well as protect your customers' well-being.

Upjohn

© 1966, The Upjohn Company—Kalamazoo, Michigan J66-6330

Cornwell Contributes to Consolidated Pharmacy Fund

Cornwell Drug Stores (Morganton, Lincolnton, Stanley, Shelby, Newton, and Maiden) has made another contribution of $500 to the Consolidated Pharmacy Fund of the NCPhA.

Total contributions of the Cornwell organization in recent years to the Consolidated Fund is $2,200.

The Cornwell Fund is not restricted but for the most part, loans are limited to pharmacy students in the area of the state where the Cornwell stores are located.

Since turnover (repayment of loans) is important, over a period of years, $500 can do the work of $5000.

Three Break-Ins

Three Buncombe County drug stores were broken into on the night of March 22: Valley Drug Store, Candler; Enka Drug, Enka; and Key City Drugs, Black Mountain.

Hall Re-Elected

Robert B. Hall of Mocksville was re-elected president of the N. C. Pharmaceutical Research Foundation at the organization's March meeting in Chapel Hill.

Other officers for 1967-'68 are David R. Davis of Williamston, vice president; Dr. George P. Hager of Chapel Hill, secretary; and Glenn Guy of the N. C. National Bank, Durham, treasurer.

A complete report of the meeting will be presented in Winston-Salem during the annual NCPhA meeting.

Second Robbery

A scar-faced gunman with a long, black pistol robbed a delivery man of $600 at Shamrock Drugs, Charlotte, on March 20.

The owner, Stanley Slesinger, was robbed of more than $6000 in late 1966 at another of his pharmacies—Amity Garden Drugs.

Move to Elkin

Mr. and Mrs. Robert Taylor of Crossnore have moved to Elkin where Mr. Taylor is manager of Bridge Street Pharmacy.

Mrs. Taylor, also a pharmacist, is associated with Royall Drug Company.

King Buys Interest In Wolfe Drug Company

Winfred King has purchased an interest in Wolfe Drug Company of Mount Airy and became associated with the firm as a working partner in mid-March.

For the past 17 years, Mr. King has been employed by Lamm Drug Company, Mount Airy. At the Wolfe Drug Company, he will join John C. Mills and his son, John E., in the general management of the drug firm.

Mr. King, a UNC pharmacy graduate, served in World War II and is a past president of the Mount Airy Merchants Association. He is a newly installed secretary-treasurer of the Surry County Pharmaceutical Society.

Service In Bolivia

Dr. W. Collins Mahaffee, M.D. of Greensboro, North Carolina has volunteered one month's service to the Partners for Progress Program sanctioned by the State Department of the Federal Government in Washington. His time will be spent in the high altitude of Bolivia with the tribes and people of that area helping inoculate and give medical treatment to these people. Justice Drug Company, Becton Dickinson and others are supplying, no charge, the medical equipment and supplies necessary for this work and shipping air freight needed supplies to this doctor for his voluntary work.

Alarm Does Not Deter Burglars

On the night of March 19 burglars smashed a plate glass window and entered Skyland Drug Store, Skyland, N. C. Although the alarm went off, the burglars removed the pharmacy's safe containing cash and narcotics valued at more than $500.

M. Aubrey Scott, the pharmacist/owner, reports this to be the 5th robbery in 7 years.

Johnson Reelected

Bill Johnson, Franklinton pharmacist and operator of the Corner Drug Store, has been reelected President of the Franklinton Township Chamber of Commerce.

crowd pleasers a la Lance!

More people prefer and buy tasty **Lance** snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

Mayor Candidate

Leonidas Jackson is a candidate for mayor of Erwin. The town was recently incorporated and Pharmacist Jackson was the first person ever to file for public office in the town.

Grand Opening for Kibler Drug

Grand opening of the remodeled Kibler's Drug Store of Morganton was observed in early April. Don Lambeth is manager of the store.

Eller to Manage Ray Drug

The 40-year-old Ray Drug Store of West Jefferson has a new manager—Revis Eller who, until recently, was associated with the Halsey Drug Store, Sparta.

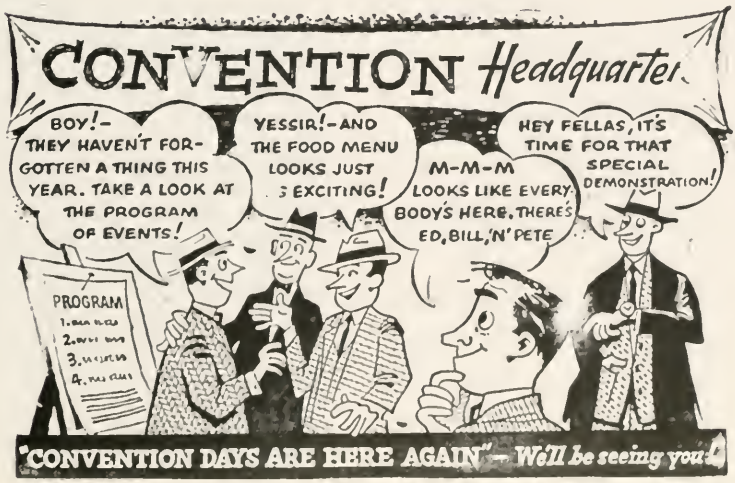
Seeks to Serve

Among the candidates for mayor of Monroe is Edward G. (Eddie) Faulkner, Faulkner Drugs. He is a former member of Monroe's city council.

Mann's Is Moving

For the first time in 57 years, Thomasville will be without a drug store on The Square. Mann's #1 is moving to a new location about two blocks east of its present location.

We'll BE LOOKING FOR YOU!


CONVENTION Headquarters
BOY!- THEY HAVEN'T FORGOTTEN A THING THIS YEAR. TAKE A LOOK AT THE PROGRAM OF EVENTS!
YESSIR!-AND THE FOOD MENU LOOKS JUST SO EXCITING!
M-M-M LOOKS LIKE EVERYBODY'S HERE. THERE'S ED, BILL, 'N' PETE
HEY FELLAS, IT'S TIME FOR THAT SPECIAL DEMONSTRATION!
PROGRAM
"CONVENTION DAYS ARE HERE AGAIN" — We'll be seeing you!

Decides to Remain

Horace (Bones) McKinney has decided to stay with the N. C. Prisons Department. Previously he had announced he was going with the Burlington Pharmacal Company in a public relations capacity.

Needs Drug Expert

Dr. James L. Goddard, speaking in Durham on April 7, said a great need has arisen in the nation for a new type of health professional—a drug therapy advisor who can assure better utilization of the 7000 medications now available for the ill.

Speaking at the Duke University Medical Center Seminar, Dr. Goddard said this new specialist "would be more than a pharmacist. He would be a health professional who knows the breadth of the drug supply; who has an understanding of the issues involved in quality."

"He also must be trained," the commissioner said, "to advise physicians of the drugs available and to keep track of the effectiveness of the medication upon the patients."

$100 Reward Offered

A $100 reward has been offered by Henry Dunlap for information leading to the arrest of the person or persons who took $2000 in a late March robbery of Chatham Rexall Drug, Siler City.

Scott Elected

Walter Scott, Jr., president and treasurer of Scott Drug Company, Charlotte, has been elected a director of Druggists' Service Council.

Rogers on Bank Board

Hubert N. Rogers, Jr., president of Pine Street Drugs, Inc., Lumberton, has been elected to the Lumberton board of the Waccamaw Bank and Trust Company.

Rogers, a past president of the Lumberton Rotary Club, also serves as a member of Governor Moore's Emergency Planning Commission.

Weddings

Willis Lee Whitehead, 1960 graduate of UNC School of Pharmacy and Miss Barbara Diane Bowers of Siler City, were married March 26th in the First Baptist Church of that city. The Whiteheads will live in Siler City, where he is pharmacist/manager of Chatham Drug Company.

SERVICE • SECURITY • SAVINGS

Gilman Pharmacy Inc.
2878 Broadway
New York City
January 18, 1966

American Druggist Ins. Co.
Cincinnati, Ohio
Loss #SMP 15
Amt. $261.45

Gentlemen:

We received your check to cover our plate glass loss and we wish to thank you for the very prompt way in which you took care of this matter.

Your courteous handling of this matter is indicative of how well American Druggist Ins. Co. takes care of their clients.

Again, our thanks.

Respectfully,
GILMAN PHARMACY INC.
S. Golden

OUR FILES ARE FULL . . . of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

ADI AMERICAN DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

D-O Award Goes to Tom Reamer

I. T. Reamer, chief pharmacist at Duke Hospital and founder/president of Reaco Products Company, has been named "Pharmacist of the Year" by the Durham-Orange Pharmaceutical Association.

An inscribed plaque was presented to Reamer at the March 28 meeting of the Durham-Orange Pharmaceutical organization, which he headed when the group operated as the Durham Drug Club.

Pharmacist Reamer has served as president of the American Society of Hospital Pharmacists, member of the State Board of Pharmacy, president of the Durham Lions Club, director of the N. C. Pharmaceutical Research Foundation and in numerous other fields of responsibility.

Presently, Mr. Reamer serves as a member of the NCPhA Committee on Mental Health and he is the pharmacists' representative on the N. C. Division of the American Cancer Society.

Williams' Pharmacy Moves

Williams Pharmacy, formerly located at 1805 South College Road, has moved to 4606 Oleander Drive, next to the A & P Food Market. The new store has about three times the floor space available in building formerly occupied by the pharmacy.

Wins Scholarship

Paul Richard Woodard of Raleigh has been awarded a $500 National Drug Company scholarship. The recipient's father is a sales representative for the company.

SCOTSMAN ICE MACHINES
SUPER FLAKERS FOR DRUG STORES
OVERNIGHT DELIVERY
LOW PRICES—EASY TERMS
WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. Box 3251 Charlotte, N. C. 28203
Phone: (704) 332-8945

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

PHARMACIST NEEDED—To work at Fabulous Fontana Village Resort. Combined vacation and ideal working conditions. Free housing furnished, plus liberal fringe benefits. Write or call Fontana Village Resort, Fontana Dam, N. C. Ph. 498-2281.

REGISTERED PHARMACISTS—Available for Spring and Summer Relief Work. A Paul Carswell, 1101 Englewood Avenue, Durham. Tel. (919) 286-1192

REGISTERED PHARMACIST—Willing to buy complete or part of an established drug store with sufficient volume, current or potential, to support two pharmacists. Prefer Central North Carolina. Jose Ripoll, 4030 Camelot Drive, Raleigh, N. C. 27609

PROFESSIONAL PHARMACY BUSINESS FOR SALE—'65 sales $204,000. '66 sales $212,000. '67 sales up 8%. '66 gross profit $82,000 or 39% plus. Sales price $110,000, based on guaranteed saleable inventory of $75,000. 29% down payment. Balance terms. Write 1715 American Heritage Life Building, Jacksonville, Florida 32202.

PHARMACIST WANTED—Good salary and hours. Possibility of buying into business. Good future assured. Write or call Shelton Brown, Brown Drug Company, Goldsboro. Phone 724-3351.

Cabarrus County

Extensive plans have been made for the May meeting of the Cabarrus County Pharmaceutical Society. It will consist of a trip to the Country Dinner Theatre at Charlotte, with the members' wives as special guests.

The Society has contributed $100 to the Consolidated Pharmacy Fund of the NCPhA. The money will be loaned to a pharmacy student in need of financial assistance.

Surry County

New elected officers of the Surry County Pharmaceutical Association are:

Robert Smith, president; Bob Wolfe, Vice President; and Winfred King, secretary.

All of the officers are associated with Mount Airy pharmacies.

A joint pharmacist/physician meeting is being sponsored by the Surry group in late April.

THE MEDICARE PROGRAM *WILL* MEAN MORE PROFIT FOR YOU.

If you have a complete Convalescent Aid Department

The profit opportunity of a lifetime! Low investment—Big ticket sales—High profit—No cut price competition.

Make your store a one-stop center for Convalescent Supplies including Wheel Chairs, Beds, Walkers, Commodes, etc.

Promotional and display materials are available upon request.

See our representative now so that you will be ready to participate in this profitable business.

OWENS, MINOR & BODEKER, INC.

1010 Herring Avenue
Wilson, North Carolina

What We, Your Independent Wholesaler Can Do For You:

1. WE ANTICIPATE YOUR REQUIREMENTS.
2. WE ASSEMBLE GOODS FOR YOU.
3. WE SUPPLY UP-TO-DATE INFORMATION ON NEW ITEMS, DEALS, PRICES, ETC.
4. WE BUY FOR YOU IN ECONOMICAL QUANTITIES.
5. WE MAINTAIN A RESERVOIR OF CAREFULLY SELECTED GOODS FROM WHICH YOU MAY DRAW ON SHORT NOTICE.
6. WE MAKE PROMPT AND FREQUENT DELIVERIES FROM CONVENIENTLY LOCATED WAREHOUSES.
7. WE RENDER COUNSELING AND MARKETING ASSISTANCE.
8. WE EXTEND CREDIT.
9. WE HELP YOU IN TIMES OF FINANCIAL DIFFICULTY.
10. WE OFFER MODERNIZATION SERVICES.
11. WE MAINTAIN MEMBERSHIPS IN LOCAL, STATE, AND NATIONAL ORGANIZATIONS FURTHERING THE CAUSE OF PHARMACY AND BUSINESS IN GENERAL.
12. TRADE WITH US AND ENJOY ALL OF THESE BENEFITS.

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

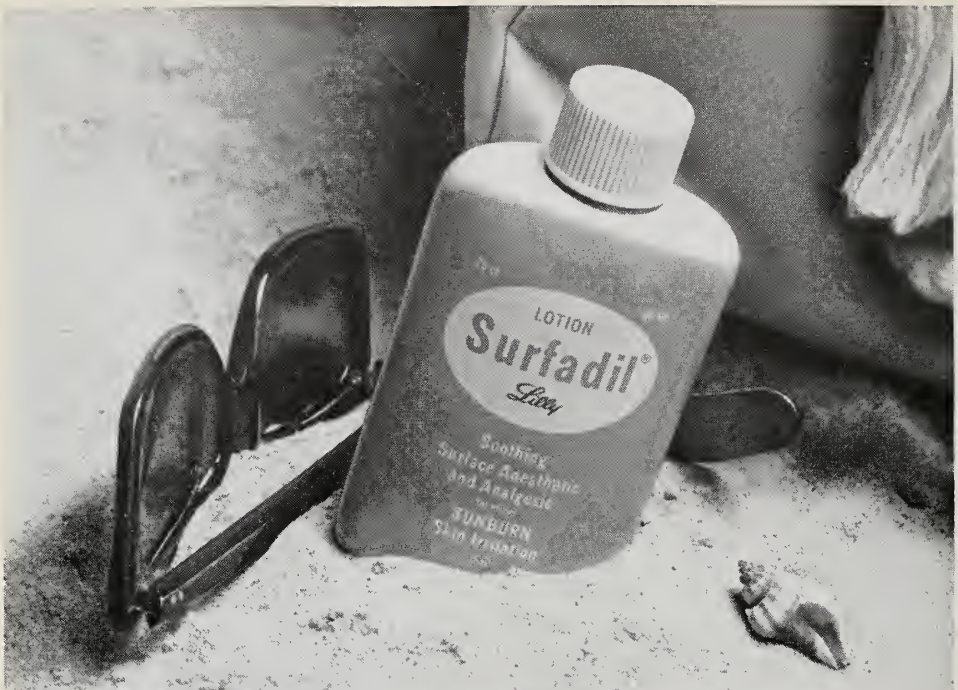
The Carolina JOURNAL OF PHARMACY

Volume XLVIII May, 1967 Number 5

Robert J. Lohrmann, Manager of Trade Relations, Menley and James Laboratories, and his assistant, Joe Rutledge (front row, no. 7 and 8 from left) are shown with fifty registrants who attended April 6 MenJ Merchandising Workshop in Chapel Hill. Details, page 14.

NORTH CAROLINA PHARMACEUTICAL RESEARCH FOUNDATION BOARD OF DIRECTORS

Front Row: W. B. Gurley, E. R. Fuller, F. J. Andrews, R. A. McDuffie, D. R. Davis, Sr., R. B. Hall, D. S. Mims. Middle Row: W. L. West, F. H. Cline, R. P. Rogers, Jr., A. N. Martin, J. M. Pike, J. P. Barbour, H. C. Starling, W. S. Wolf. Back Row: T. M. Stanback, C. C. Fordham, Jr., C. M. Shaffer, G. L. Guy, G. P. Hager, T. R. Burgiss. Not Present: E. C. Daniel, W. A. Gilliam, T. C. Ham, Jr., J. C. Jackson, I. T. Reamer, J. T. Stevenson, W. D. Welch, Jr.



when summer fun exposes them to sun, recommend Lotion Surfadil® to your customers

SOOTHING relief of minor sunburn and itching of nonpoisonous insect bites, poison ivy, poison oak, and minor skin irritations.

CONVENIENT flesh-colored, nonstaining lotion spreads easily and will not rub off on clothing when dry.

ATTRACTIVE consumer-tested package creates impulse sales for you.

Additional information available upon request.

Surfadil®

Cyclomethycaine and Methapyrilene

Eli Lilly and Company, Indianapolis, Indiana 46206

Lilly

700788

HOW TO STAY YOUNG

One of the all-time great Negro pitchers in baseball, Satchel Paige, whose age is still a mystery, though some estimates put him near sixty, has set up rules for keeping young. They have been printed in many places many times but we would like to present them once again.

1. Avoid fried meats, which angry up the blood.
2. If your stomach disputes you, lie down and pacify it with cool thoughts.
3. Keep the juices flowing by jangling around gently as you move.
4. Go very lightly on the vices, such as carrying on in society.
5. Avoid running at all times.
6. Don't look back. Something may be gaining on you.

SUPPORT YOUR FULL-LINE, FULL-SERVICE
DRUG WHOLESALER.

MEMBER NWDA WHOLESALER

member DSC wholesaler

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 69th Year of Service to the North Carolina Retail Druggists

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

May, 1967

VOL. XLVIII No. 5

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

On Certain Elements of Ethics	5
Vocational REHAB/RF Prescriptions	11
State Board of Pharmacy	13
What Will Happen to Pharmacy?	15
TMA News Briefs	17
Regulations of Joint Medical/Pharmacy Committee	19
Jimson Weeds (Ninth Inning)	23
Births/Weddings/Deaths	27
UNC School of Pharmacy Notes	28
Doings of the Auxiliaries	30
Classified Advertising	32

ADVERTISERS

B. C. Remedy Company	18
Berryhill Fountain Sales	10-15
Davenport-Dillard, Inc.	14
Geer Drug Co.	12
Henry B. Gilpin Company	10
Justice Drug Company	1
Grant E. Key, Inc.	22
W. H. King Drug Co. and Associates	4th Cover
Lance, Inc.	20
Eli Lilly & Company	2nd Cover
McCourt Label Company	26
Owens, Minor & Bodeker	3rd Cover
Ramsey Manufacturing Corporation	20
E. N. Rowell Company	31
Scott Drug Company	2
Seeman Printery	25
Smith Wholesale Drug Company	26
Stanback Company, Ltd.	9
Wyeth Laboratories	16

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Good Response from Newspaper Notice

Phil Link, Link Bros. Pharmacy, Reidsville, ran this ad in his local paper during National Poison Prevention Week with excellent response:

REWARD!
WE ARE NOT OFFERING A CASH REWARD IF YOU CLEAN OUT YOUR MEDICINE CHEST DURING NATIONAL POISON PREVENTION WEEK.
BUT YOU WILL BE REWARDED WITH THE PEACE OF MIND AND PERSONAL SATISFACTION THAT ALWAYS FOLLOWS A JOB WELL DONE.
LINK BROS. PHARMACY
GROWING WITH REIDSVILLE
SINCE 1908

Pharmacy Opened by Lockamy

Formal opening of Croasdaile Pharmacy, Croasdaile Shopping Center, Durham, was observed on April 20 with Mayor Grabarek and UNC Pharamcy Dean George P. Hager and others in attendance.

Albert F. Lockamy, the pharmacist/owner, is a native of Clinton and a graduate of the UNC School of Pharmacy. He was manager of a drug store in Garner for three years before opening his own pharmacy.

Pharmacist-Taxidermist

Joe Miller of Boone has an interesting hobby—taxidermy. The pharmacist-taxidermist has given a number of stuffed and mounted animals to Appalachian State Teachers College.

Warns of Cure-Alls

At a recent meeting in Charlotte of members of the American Association of Retired Persons, Jack Dawson, director of professional services for Eckerd drug stores warned his audience about magic cures offered to the public by medical quacks.

A Note About Dues

Pharmacist owner membership in the Minnesota State Pharmaceutical Association is based on annual dollar volume of sales.

Here is the schedule:

Annual volume less than $50,000	$ 50.00
$50,000 to $100,000	$ 75.00
$100,000 to $150,000	$100.00
$150,000 to $250,000	$150.00
Over $250,000	$200.00

The annual dues for same membership category, North Carolina Pharmaceutical Association, is $35.00.

Membership in the Medical Society of the State of North Carolina varies, county by county. The Mecklenburg County MD pays the highest (county, state and AMA) —more than $200 a year.

Dean Hager Appointed Pharmacist Director In U.S.P.H.S. Reserve Corps

George P. Hager, dean of the School of Pharmacy has been appointed Pharmacist Director in the Reserve Corps (Inactive) of the United States Public Health Service. Dean Hager's commission, corresponding in rank to that of Captain in the Navy or Colonel in the Army, was signed on March 28th by Dr. William H. Stewart, Surgeon General of the U.S.P.H.S.

Hager is one of the very few pharmacists who are commissioned at the rank of Director in the U.S.P.H.S. The Reserve Corps currently consists of 384 pharmacists, 187 of whom are in inactive status.

Dean Hager has served the Public Health Service as a member of the Medicinal Chemistry Study Section, National Institutes of Health. He is currently chairman of the General Research Support Scientific Advisory and Review Committee, Division of Research Facilities and Resources, and a member of the Health Sciences Advancement Awards Review Panel.

COMPLETE CONVENTION DETAILS IN THE JUNE ISSUE OF THE CAROLINA JOURNAL OF PHARMACY. ALTHOUGH THIS ISSUE FOLLOWS THE CONVENTION, THE COPY WAS PREPARED IN EARLY MAY.

On Certain Elements of Ethics

By FRANK W. JONES, *President*
Medical Society of the State of N. C.

Reprinted from the April, 1967 issue of the N. C. Medical Journal

ON CERTAIN ELEMENTS OF ETHICS

Chapter XIII, RULES OF CONDUCT—By-Laws of The Medical Society of the State of North Carolina:

> "The principles set forth in the Declaration of the Principles of Medical Ethics of the American Medical Association shall govern the conduct of members in their relations to each other and to the public."

The material which follows is for information and is placed in the *North Carolina Medical Journal* as a part of the President's message because from time to time, due to changing patterns, various interpretations of the Principles of Medical Ethics are made by the Judicial Council of the American Medical Association. This is being written on April 1, 1967, and reflects statements and official opinions as of that date in one selected area of ethical consideration. The writer has reserved the right at the conclusion of the factual portion of this presentation to voice certain *personal* opinions. These opinions do not reflect the official opinion of The Medical Society of the State of North Carolina.

PRINCIPLES OF MEDICAL ETHICS

"In the practice of medicine a physician should limit the source of his professional income to medical services actually rendered by him, or under his supervision, to his patients. His fee should be commensurate with the services rendered and the patient's ability to pay. He should neither pay or receive a commission for referral of patients. Drugs, remedies, or appliances may be dispensed or supplied by the physician provided it is in the best interest of the patient."

EXTRACTED COMMENTS OF THE JUDICIAL COUNCIL UNDER SECTION VII AND NUMBERED AS TO SUBJECT UNDER DISCUSSION

"39—RENTAL OF SPACE AS PHARMACY ON PERCENTAGE OF INCOME BASIS UNETHICAL

> "The rental of space by a physician or group of physicians as a pharmacy should be a fixed one. Where the rental to be based on the amount of business, it might well be argued, and indeed be the case, that fee splitting existed. In addition, the temptation would be ever present for the doctor-owner to encourage patients to take their prescriptions to that pharmacy. The evils inherent in such practice are too obvious to be mentioned. (Judicial Council, 1960)

"40—DISPENSING OF DRUGS AND APPLIANCES BY PHYSICIANS

> "It is not unethical for a physician to prescribe or supply drugs, remedies, or appliances as long as there is no exploitation of the patient. (Principles of Medical Ethics, 1955 edition, Chapter I, Section 8)

"41—OWNERSHIP OF PHARMACY BY PHYSICIAN

> "The Principles of Medical Ethics were revised in Atlantic City at the June 1955 Session of the House of Delegates to read as follows: 'It is not unethical for a physician to prescribe or supply drugs, remedies, or appliances as long as there is no exploitation of the patient.'
>
> "Under this language, the Judicial Council does not believe it can be considered unethical for a physician to own or operate a pharmacy provided there is no exploitation of his patient. (Judicial Council, 1957)

(Continued on page 6)

"42—PHYSICIAN OWNERSHIP OF DRUGSTORES, DRUG REPACKAGING HOUSES AND PHARMACEUTICAL COMPANIES AND DISPENSING OF GLASSES BY PHYSICIANS

"Section 7 of the Principles of Medical Ethics provides: 'Drugs, remedies or appliances may be dispensed or supplied by the physician provided it is in the best interests of the patient. Under this language it cannot be considered unethical for a physician to own or operate a pharmacy provided there is no exploitation of his patient.

"It is unethical for a physician to have a financial interest in a drug repackaging company.

"It is unethical for a physician to own stock in a pharmaceutical company which he can control or does control while actively engaged in the practice of medicine.

"These practices are contrary to the best interest of the public and the medical profession.

"The Council calls the attention of the House to the following statement concerning the meaning of the words 'drugs, remedies or appliances may be dispensed or supplied by the physician provided it is in the best interests of the patient' which was adopted by the Council on June 26, 1958.

"It is the opinion of the Judicial Council that this language was adopted to permit both the practicing physician and the local medical societies to evaluate the many factual situations incident to prescribing and dispensing which are bound to arise in the practice of medicine. Under this language the doctor is permitted to exercise his own best judgment when caring for his patients. It is known that there will be situations when it is necessary or desirable for a physician to dispense or supply what he has prescribed. The Principles permit this to be done. On the other hand, this broad language provides a means by which a component medical society can inquire into the facts of a particular practice. The profession thus can act to prevent abuse of discretion and protect patients from exploitation. In essence this language means that a physician in the exercise of sound discretion may dispense 'in the best interest of his patient'; it does not authorize him to dispense solely for his convenience or for the purpose of supplementing his income. (House of Delegates, 1963)

"43—DEFINITION OF A DRUG REPACKAGING COMPANY

"The term 'repackaging company' as used by the Judicial Council and approved by the House of Delegates refers to a drug company which markets under its own label or trade names drug products manufactured by others with the objective that physicians having a financial interest in the drug company will prescribe its drugs to the patient. (Judicial Council, 1963)

"44—OWNERSHIP OF STOCK IN A NURSING HOME

"It is proper for a physician to own or have a financial interest in a nursing home or similar facility providing the patient has free choice of physician. (Judicial Council, 1963)

"45—OWNERSHIP OF STOCK BY OPHTHALMOLOGIST IN OPTICAL DISPENSING SHOP

"The Judicial Council expressed the opinion that this situation is comparable to physician-ownership of drugstores. That is, the Council does not believe it is improper to own an optical dispensing shop provided there is no exploitation of the patient. (Judicial Council, 1963)

"46—DISPENSING OF PRESCRIPTIONS IN CODE

"Physicians who enter into agreements with the pharmacists in the dispensing of prescriptions in code are guilty of unethical practices and should be disciplined by their local society. (House of Delegates, 1953)

"47—DIRECT TELEPHONE LINE TO PHARMACY

"The Judicial Council expressed the opinion that the principle of free choice of physician applies as well to the choice of a pharmacy. Accordingly, the Council looks with disfavor upon the use of direct telephone lines between a physician and a pharmacist on the theory that a patient is entitled to a written prescription which he can take to the pharmacist of his choice. (Judicial Council, 1953)

"48—FORM OF PRESCRIPTION BLANKS

"It is unethical for physicians to use prescription blanks with the name of a pharmacy printed thereon. (Judicial Council, 1964)

"49—RIGHT OF PATIENT TO COPY OF PRESCRIPTION

"A patient is entitled to a copy of his or her prescription for glasses, drugs, or appliances and he has the privilege of having the prescription filled wherever he wishes. (Judicial Council, 1963)

"50—RENTAL OF SPACE TO AN OPTICIAN

"An arrangement whereby space in a medical building owned by an ophthalmologist is leased on a fixed rental basis to an optician, provided patients are not 'steered' to the optician, is not contrary to the Principles of Medical Ethics. (Judicial Council, 1962)"

The following material was sent to The Medical Society of the State of North Carolina under the date of March 24, 1967, and received in the Society offices on March 30, 1967, along with an accompanying letter stating, "This is an important opinion of the Judicial Council which is forwarded to you for such dissemination as you deem appropriate." Copies of the opinion were sent by the Headquarters Office to all Presidents of Component County Medical Societies in North Carolina. It is felt that it is in the interest of wisdom to include that opinion in this material in order that it may be a matter of record and available to each member of The Medical Society of the State of North Carolina, and not necessarily available only to the president of the component societies.

"ETHICAL RESPONSIBILITIES IN PRESCRIBING DRUGS AND DEVICES

"It is unethical for a physician to be influenced in the prescribing of drugs or devices by his direct or indirect financial interest in a pharmaceutical firm or other supplier. It is immaterial whether the firm manufactures or repackages the products involved.

"It is unethical for a physician to own stock or have a direct or indirect financial interest in a firm that uses its relationship with physician-stockholders as a means of inducing or influencing them to prescribe the firm's products. Practicing physicians should divest themselves of any financial interest in firms that use this form of sales promotion. Reputable firms rely upon quality and efficacy to sell their products under competitive circumstances, and not upon appeal to physicians with financial involvement which might influence them in their prescribing.

"Prescribing for patients involves more than the designation of drugs or devices which are most likely to prove efficacious in the treatment of a patient. The physician has an ethical responsibility to assure that high quality products will be dispensed to his patient. Obviously, the benefits of the physician's skill are diminished if the patient receives drugs or devices of inferior quality.

"Inasmuch as the physician should also be mindful of the cost to his patients of drugs or devices he prescribes, he may properly discuss with his patients both quality and cost.

"Adopted by the Judicial Council, American Medical Association, March 12, 1967."

This concludes the part of this presentation which is direct quotation of material having to do with medical ethics in a certain restricted field.

(Concluded on page 8)

COMMENT:

It is felt that presentation of this material is timely for the benefit of the membership of The Medical Society of the State of North Carolina, particularly in view of numerous articles in the public press, both newspapers and magazines, apparently arising out of some of the activities of the Senate Anti-trust and Monopoly sub-committee, which have tended to attempt to place physicians in North Carolina and organized medicine in North Carolina in a bad public light by certain statement of listings of alleged data in this connection.

It is further unfortunate that, although statements are made that The Medical Society of the State of North Carolina has been communicated with by the staff of this sub-committee, the material hit the press long before the Society received any communication about it.

The chief areas of discussion seem to be with reference to ophthalmologists being involved in the dispensing of eyeglasses by certain connections that they may or may not have with optician laboratories.

The second area involves physician participation in ownership of certain pharmacies or drugstores within the state.

The third involves the participation by physicians as stockholders in what are termed "repackaging houses."

Some of the alleged data upon which some of the news stories and releases are based is several years old, and a review of some of the data suggests that some of the allegedly involved persons are, and have been, dead for at least one year, or have retired from active practice.

State Society officials and the Headquarters Staff have been following the testimony before the Hart Sub-committee in depth and will continue to stay on top of the matter.

A delegation from the Society called upon and interviewed the principals of the two alleged "drug repackaging houses" domiciled in North Carolina. Each conference was an "on site" visitation.

The Senate Sub-committee has stated that they have data obtained from the records of the North Carolina State Board of Pharmacy relating to physician ownership or rental.

Article IV, General Statutes of North Carolina, Part I, Practice of Pharmacy, G.S. 90-53 through 85.1, does not state that the stockholders in a pharmacy shall be a matter of public record. However, there is within the law a statement that certain rules and regulations by implication can be set up by the Board of Pharmacy. As of this writing, we do not know just exactly what is in the Rules and Regulations.

It is pointed out that Medical Ethics bear down heavily on one particular point, that being in connection with drugstores, repackaging houses, and other matters, there shall be "no exploitation of the patient." Medical Ethics certainly do not prevent, preclude, or frown upon physician participation and stock ownership of a drugstore or pharmacy, providing there is no exploitation of the patient.

Number 43 in the Opinions and Reports, Judicial Council, 1966, wherein the term "repackaging company" is defined is a difficult definition to follow when any attempt is made to determine what a repackaging house is.

The foregoing is furnished entirely as information.

Frank W. Jones, M.D.

POSITION AVAILABLE

FOR NORTH CAROLINA PHARMACIST AS INSPECTOR NORTH CAROLINA BOARD OF PHARMACY. STATE QUALIFICATIONS AND SALARY EXPECTED. APPLICANT SHOULD BE 30 TO 50 YEARS OF AGE. WRITE: N. C. BOARD OF PHARMACY, BOX 471, CHAPEL HILL, N. C. 27514.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS		
SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write—

STANBACK CO., LTD., SALISBURY, N.C.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.
DISTRIBUTORS

P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.

WRITE FOR BROCHURE

Pharmacists Voice Their Opinions in Regard to Vocational REHAB\RF Prescriptions

Director
Division of Vocational Rehabilitation
Department of Public Instruction
Raleigh, N. C.
Dear Sir:

Recently I had a telephone conversation with Mr. Edwards of the local office concerning medication for a patient who is receiving assistance from Vocational Rehabilitation. My store had filled prescriptions for this person previously and was reimbursed by Vocational Rehabilitation.

During the conversation Mr. Edwards informed me that he had been instructed by the Raleigh office to pay no more than "Red Book" cost plus 20% for any prescription that was authorized by him for these patients. He asked if I would be willing to handle prescriptions on this basis and I declined to do so since my cost of operation is considerably above the 20% figure.

It is my understanding that the stand of the North Carolina Pharmaceutical Association is that no special concessions should be made to any group that would not enable the pharmacist to recover "out of pocket cost" (overhead costs) on these prescriptions.

I am extremely interested in learning how this cost-plus-20% figure was arrived at. Was it an arbitrary figure decided upon without consulting some member of the pharmaceutical profession or was this figure computed as sufficient to give the pharmacist a reasonable return or is the pharmacist expected to handle these prescriptions at a loss? If the latter is the case, then would it not be reasonable to expect that Cancer, Heart, Mental Health, and other such groups be just as deserving of special consideration?

Enlightenment from your office would be greatly appreciated.

Sincerely,
s/s B. C. Brooks
Fayetteville Drug Company
Fayetteville, N. C.

N. C. Heart Association
Chapel Hill, N. C.
Dear Sirs:

We have cooperated with the Rheumatic Fever Program since it was presented to me, but I believe it is time for some revisions in your working plan. In the first place, I believe the doctors should be impressed with the fact that the patient should not ask for delivery and credit on these prescriptions. Also, my understanding was this program was for indigent patients. About half of our customers not only charge them but are quite able to pay regular retail price for their prescriptions.

THE MOST IMPORTANT PURPOSE OF THIS LETTER IS TO SAY THAT I BELIEVE THE PHARMACIST SHOULD BE BILLED SEVENTY-FIVE CENTS AND THE PATIENT CHARGED $1.25 A BOTTLE. THIS WOULD ALLOW THE PHARMACIST TO MAKE ENOUGH TO COVER *OPERATING COSTS*. The N. C. Welfare doesn't expect us to handle their Rx program at a loss and I don't see why we should be expected to lose *money* on every RF Rx we fill. I contribute to all local charities; I don't see why a *business* should have to render charities.

I am sending you a copy of this letter, in the event you want to refer it to others. I DEFINITELY expect not only an answer but SERIOUS CONSIDERATION of my suggestions.

Yours truly,
A N. C. Pharmacist

WANTED TO BUY

Glass show case. Approx. 40" in width, 6 to 8' in length. Call James L. Inabinet, Community Drug Store, 1201 Waughtown Street, Winston-Salem, N. C. 27107.

COME TO THE BIG SHOW

YOU AIN'T SEEN NOTHIN' YET!

UNTIL YOU SEE GEER'S 1967

Holiday Gifts and Sundries Show

COME AND YOU WILL SEE

IT'S LARGER AND BETTER THAN EVER

CAROLINA'S FIRST AND STILL THE FINEST

---

3 BIG DAYS

SUNDAY — MONDAY — TUESDAY

AUGUST 6-7-8, 1967

SPARTANBURG MEMORIAL AUDITORIUM

ALLOW PLENTY OF TIME TO BUY

HOURS:	Sunday	9 A.M.-10 P.M.
	Monday	1 P.M.-10 P.M.
	Tuesday	1 P.M.-10 P.M.

HOLIDAY GIFTS—STAPLE SUNDRIES—DEALS
SPECIAL BUYS—OFFERS—NEW ITEMS

GEER'S GIFT SHOW

"The Finest in Dixie in '67"

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Eckerd's-Gateway, Inc., 2421 North Blvd., Raleigh. Robert T. Britt, pharmacist/manager.

2. Jennings Drug Center, Midtown Plaza Center, North Wilkesboro. Betty T. Jennings, R. Neal Jennings, Margaret C. Weaver, owners. R. Neal Jennings, pharmacist/manager.

3. Simmons Drug Company, Baldwin Woods, Whiteville. W. Ross Davis, Jr. and Nicholas R. Gross, owners. Gus Hudson, pharmacist/manager.

4. Shamrock Drugs of Gastonia, 1117 South York Street, Gastonia. Stanley S. Slesinger, owner, pharmacist, manager.

Transfer of Ownership

1. Smith's Drugs of Hickory, 242 Union Square, Hickory. Zeb Stanley Lawhon and Lowell E. Thomas, pharmacists/owners/managers.

2. Medical Center Pharmacy of Concord, 25 Lake Concord Road, Concord. Preston R. Forrester, Virginia M. Jochems, James F. Jochems, owners. Preston R. Forrester, pharmacist/manager.

3. Yanceyville Drug Co., Yanceyville. Thomas Peete Davis, owner/pharmacist/manager.

4. Andrews Drug Company, Burlington. Willie H. Jennings, R. Homer Andrews, Millie H. Jennings, Nina I. Andrews, owners. Willie H. Jennings, pharmacist/manager.

Limited Service Permits

1. Northern Hospital of Surry County Pharmacy. Larry B. Good, pharmacist.

2. Garrett Memorial Hospital Pharmacy, Crossnore. Roy Boyd Smith, Jr., pharmacist.

Registered by Reciprocity

Dimitry P. Fenev, 22-137 125th St., College Point, N. Y.

Birch George McVay, 1010 Tenth Street, Cochran, Georgia.

Edward Moore Durand, 2400 Tullibee Drive, Norfolk, Virginia.

Hix to Head Jaycees

David T. Hix has been elected president of the Gibsonville Junior Chamber of Commerce for the coming year. He is associated with the Gibsonville Drug Company.

Fuller Heads Scout Drive

Edwin R. Fuller, Innes Street Drug Company, Salisbury, heads Rowan County's $150,000 Boy Scout Camp campaign, which got underway in early April.

The Same?

It must have been the same night visitors as the operation was identical to a breakin at Conover Drug Company—to the roof, open a hole and lower themselves to the merchandise on display at Eckerd's Providence Road store, Charlotte.

The thieves took seven lighters, five watches, four bottles of cologne, 10 knives, 35 cartons of cigarettes, 56 watch bands and 10 packs of beer.

Spotlight on Smiths of Gastonia

The Gazette of Gastonia (April 23) put the spotlight on professional personnel at Smith's Drugs: Roy Craft, Terry Heatherington and Robert Ross.

Smith's was established in 1933 and managed by Gary Littlefield for 28 years. In 1961, Roy Craft, a 1944 graduate in Pharmacy of the Medical College of South Carolina, became owner-manager.

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

Merchandising Fifty Registrants Attend MENJ Workshop

Representatives of the Trade Relations Department of Menley and James Laboratories, speaking to 50 registrants at a MenJ Merchandising Workshop in Chapel Hill on April 6, said: "The way in which a pharmacy is designed will determine, to a large extent, how much it will sell. By properly locating aisles, counters, displays, work areas and cash registers, an enterprising pharmacist can help himself become a more successful businessman."

During the 1-day Workshop, registrants, who actively participated in the discussions along with the MenJ Workshop leaders, devoted attention to

1. How to Determine the Best Locations for Displays
2. How to Arrange Products Within a Display
3. How to Make the Most Effective Use of Counter and Floor Displays
4. The Dodo on Your Shelf

The display discussion centered on five major functional areas: Informative, attention-getting, convenience, excitement-building and storewide promotions.

In discussing "The Dodo on Your Shelf," the registrants were given this blueprint for success: (1) Concentrate Inventory; (2) Bury the Dead; (3) Buy Deals Cautiously; (4) Ride the Winners; and (5) Learn from your Enemies.

First Mayor

A pharmacist—Leonidas Jackson—has the distinction of being the first mayor of the recently-incorporated town of Erwin.

A 1925 graduate of the UNC School of Pharmacy, Mr. Jackson has been associated with the E. R. Thomas Drug Company of Erwin for more than 40 years.

Sime Elected

Myron S. (Ron) Sime has been elected president of the Marion Jaycees. Sime, a graduate of the School of Pharmacy, UNC, Class of 1963, is employed in Marion by Evans Rexall Drugs.

What Will Happen to Pharmacy?

The dean of the University of Michigan Medical School, Dr. William Hubbard (a North Carolinian in his youth), has raised some interesting questions about the future of pharmacy. In addressing a conference on pharmacy, medicine and nursing, he described pharmacy as being either the most underutilized or most overtrained of all the health professions. Largely because manufacturers today do much of what pharmacists did themselves in the past, compounding is a minor part of the work, and he questions whether the rebottling of prescription drugs and passing them across the counter is still part of the ethical profession.

In connection with the responsibility of a profession to provide leadership, Hubbard suggests that pharmacists consider what they want to be in the future. Some matters he presents for consideration are whether the pharmacist should serve as a censor in drug dosage matters, or act as an adviser on patients. In both instances many other questions are raised. Pointing out that hospital pharmacists have become increasingly important, he cautions that only 20% of pharmacists serve in such a capacity. Should pharmaceutical education be pointed toward hospital or community pharmacies?

The medical profession cannot stand by mutely while pharmacy debates these matters. The two professions have always had major common concerns, and this JOURNAL has devoted space to them as needed, an example being the address of Mr. McAllister to the First North Carolina Conference on Medicine and Pharmacy (26:62-66, February, 1965). Since we have a School of Pharmacy at the University, local interest is heightened all the more. If the question raised by Dean Hubbard concerning the pharmacist as an "adviser" to patients is taken up seriously, physicians and the licensure boards of both professions will have much work to do. Certainly such a role has a grounding in tradition, and its expansion cannot be ruled out, in the light of current efforts to increase the kinds of people who take responsibility for patients in some respect. It is best that we think about these matters and stand ready to help our fellow professionals when called upon to do so.

APRIL ISSUE, 1967
NORTH CAROLINA MEDICAL JOURNAL

SCOTSMAN ICE MACHINES
SUPER FLAKERS FOR DRUG STORES
OVERNIGHT DELIVERY
LOW PRICES—EASY TERMS
WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251 CHARLOTTE, N. C. 28203
PHONE: (704) 332-8945

big summer profit splash! (up to 54.5%*)

SOPRONOL

PROPIONATE-CAPRYLATE COMPOUND, WYETH

relieves athlete's foot rapidly . . . effectively

SPECIAL BONUS OFFER

BUY	BONUS
116	28
60	12
21	3
11	1

POWDER—2 oz. and 5 oz.
SOLUTION—2 fl. oz.
OINTMENT—1 oz. and 4 oz.

*Based on minimum direct order of $50.00.

Bonus offer based on one form or size.

Win new customers with this compact counter display

Wyeth Laboratories Philadelphia, Pa.

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

C. H. Burns, Jr., 704 Purdue Street, Raleigh, was one of 35 sales representative to attend a 2-week training conference in Detroit, April 17-29, under sponsorship of Parke, Davis & Company.

* * *

The appointment of E. M. Burkett of Greensboro as field manager of Parke, Davis & Company's Atlanta branch has been announced by the firm. Before joining PD in 1961, Burkett served as administrative assistant to the health director for the Guilford County Health Department.

* * *

R. Jackson Martin has been appointed Southeastern District vice president for the Wholesale Drug Department of McKesson & Robbins, Inc. In his new post, Martin will coordinate and supervise the activities of McKesson's 14 wholesale drug divisions in North Carolina and five other southern states.

* * *

Joseph E. Myers has been appointed sales and merchandise manager for McKesson's Southeastern District. A McKesson employee for 25 years, he was formerly sales manager for M & R's Columbia drug division.

* * *

Robert M. Morris, Ph.D., has been promoted by Eli Lilly and Company to head the dry products pilot plant. A native of Wilmington and a graduate of the UNC School of Pharmacy in 1960, he received his MS degree in pharmacy and biochemistry in 1964 and Ph.D. degree in 1965.

* * *

Delmar W. McAdams has joined Lederle Laboratories as a Medical Representative in the Charlotte District. He is a graduate of the N. C. State University and he and his family reside at 82 Glenwood Trail, Southern Pines.

JACK McMASTER

John H. (Jack) McMaster, 65, of Winnsboro, South Carolina, executive vice president of the Southeastern Drug Division of McKesson & Robbins, Inc., died at a Columbia hospital on April 20.

* *

One hundred and seven members of the TMA attended the Convention in Winston-Salem, May 7-9. Total TMA membership this year is expected to be 350 plus.

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

Administrative Regulations for Joint Committee of The Guilford County Medical Society and The Greensboro Society of Pharmacists

I—Name

Joint Committee of the Guilford County Medical Society and the Greensboro Society of Pharmacists.

II—Purposes and Objectives

The Joint Committee shall be a service agency to the parent organizations. It shall be the intention of the Joint Committee to discuss and make recommendations to resolve important problems of mutual interest and concern, to improve the care of the patients, and to assist in fostering and maintaining the honor and integrity of the respective professions.

III—Membership

A) The appointing organizations shall consist of the Guilford County Medical Society and the Greensboro Society of Pharmacists.

B) The appointing membership shall consist of three representatives of each appointing organization.

C) Ex-officio membership shall consist of the president of the Guilford County Medical Society, the president of the Greensboro Society of Pharmacists and representatives of the Executive Committee of each organization. By agreement of the chairman and

---

PHARMACISTS AND PHYSICIANS ON A COUNTY OR DISTRICT BASIS WILL FIND THESE GUIDLINES USEFUL IN IMPLEMENTING THE RECENTLY ADOPTED PHYSICIAN/PHARMACIST CODE OF ETHICS. OUR THANKS TO CLAUDE PAOLONI AND HIS CO-WORKERS FOR THEIR COMMENDABLE EFFORT IN FORMULATING THE REGULATIONS, WHICH MAY BE HELPFUL TO OTHERS AS SIMILAR COMMITTEES ARE ESTABLISHED THROUGHOUT NORTH CAROLINA

(Concluded on page 21)

Joint Committee Meeting of The Guilford County Medical Society and The Greensboro Society of Pharmacists. March 29, 1967. Left to Right: Mr. Roger A. McDuffie; Mr. John A. Ranzenhofer; Mr. Claude U. Paoloni, Chairman; Dr. George R. Clutts; Dr. Richard H. Ames; Dr. James F. Reinhardt, Secretary; and Mr. Robert Shearin.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

ADMINISTRATIVE REGULATIONS

secretary of the Joint Committee, other individuals may be invited to attend the meetings.

IV—Terms of Appointment

Each representative shall be appointed for a period of three years. The appointment year shall be the association year of each appointing organization. Such appointments shall be staggered so that one representative of each appointing organization shall terminate his appointment each year. Vacancies shall be filled by the respective appointing organizations.

V—Voting Privileges and Quorum

Only appointed members present shall have a vote, except that in the absence of an appointed member a designated ex-officio member of the appointing group shall have power to vote. A quorum shall consist of four voting members, providing both appointing organizations are represented by at least two representatives.

VI—Officers

There shall be a chairman, a vice-chairman and a secretary of the Joint Committee.

The chairman shall be elected for a one-year term at the first meeting of the year, which shall be considered the annual meeting, and may be reelected. The chairman shall take office immediately. He shall preside at meetings and shall perform the usual functions of chairmen of similar organizations.

There shall be a vice-chairman appointed by the chairman who shall have the duties generally assigned to vice-chairmen and who shall function only in the absence of the chairman. He shall represent the same organization as the chairman.

The secretary shall be elected for two-year term. The secretary shall perform the functions customary for that position, shall be responsible for the minutes of each meeting, said minutes to be furnished the member organizations within three weeks after each meeting.

VII—Meetings

There shall be a regular meeting annually. The first regular meeting of the year shall be the annual meeting. Special meetings may be called by the chairman.

Attendance at meetings shall be limited to appointed members, ex-officio members and other individuals who may be invited by the chairman to participate in the program, or whose presence may be requested by either of the parent organizations.

VIII—Committees

There shall be an Executive Committee of two members, consisting of the chairman and the secretary. All action of the Executive Committee shall be subject to the approval of the Joint Committee. Sub-committees may be appointed by the chairman, reporting to the Joint Committee, and each organization shall be equally represented on such sub-committees.

IX—Financing

The expenses of representatives to the Joint Committee shall be the responsibility of the respective parent organizations.

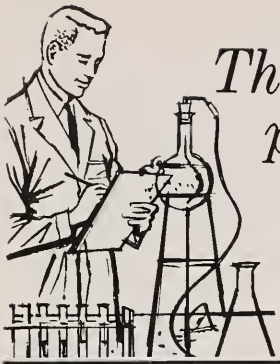
X—Relationship of Joint Committee to Parent Organizations

The Joint Committee shall be a service group to the parent organizations. It shall function primarily as a means of constructive exchange of opinions. Recommendations of the Joint Committee shall be advisory to, and not mandatory upon, the parent organizations. The Joint Committee may originate actions for consideration by, or may receive actions for consideration from, the parent organizations.

When approved in principle by both parent organizations, the work and conclusions of the Joint Committee may be transmitted to state associations.

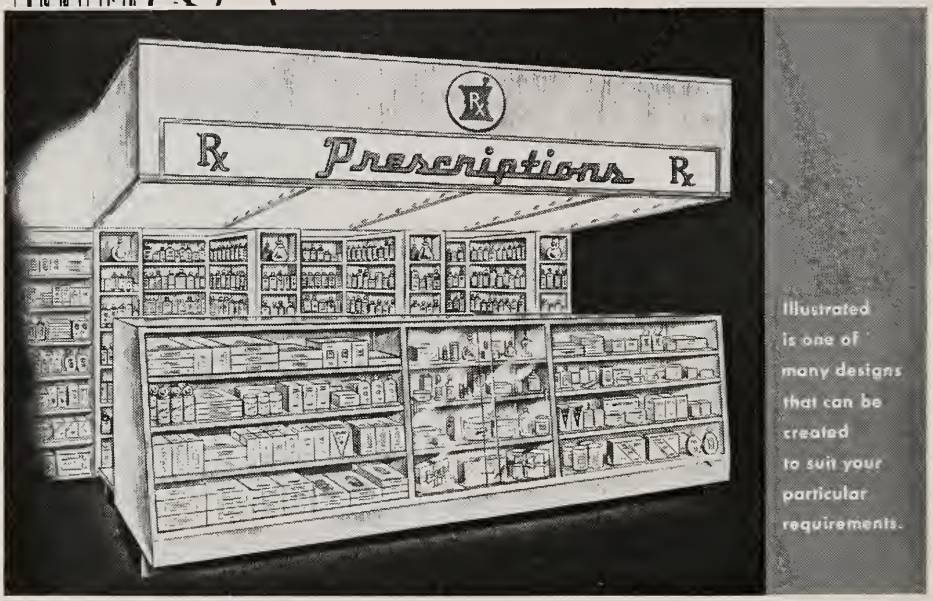
XI—Approval

The Administrative Regulation shall become effective upon approval by the Joint Committee and the parent organizations.



The right formula for your prescription department!

"KEY" DESIGNED LUMILITE Rx CANOPIES



The prescription department is the professional center of your store and should dominate all other departments. Dramatic lighting found in "Key Lumilite Rx Canopies" focus the shopper's attention on your Rx department and at the some time provides excellent lighting for compounding your prescriptions.

Ask for our layout engineer services

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

Datura Stramonium

JIMSON WEEDS

By JIM HARRISON

Ninth Inning

As this is read, it is possible the Legislature has adjourned and the question of whether pharmacy and the public have been benefited by the passage of legislation updating, strengthening and making more equitable the Pharmacy Laws, or have been set back another biennium by failure of passage, will have been settled.

If, by now, this question has not been disposed of, there is still perhaps time for a ninth inning rally to win enactment of this needed legislation.

As you know, there is serious but, in this opinion, misguided opposition to this legislation. This opposition is all the more serious because it comes from within the profession by pharmacists who are motivated by a belief this updating of the Pharmacy Laws will arm the Board of Pharmacy with a power to be used against them. These sought-after amendments will be used against them, but *only if they transgress themselves into subjection to its penalties.* But both those in opposition and those in favor of this legislation can themselves only make themselves so vulnerable.

No Board of Pharmacy anytime, anywhere, composed of fair and honorable men or women, can open a snare for any practitioner. "Leading one into temptation" would never supersede the credo of "brothers keeper" with which pharmacists themselves have vested the Board.

Two sets of laws for two sets of beliefs do not harmonize. One pharmacopoeia for each set of practitioners would be equally as unreasonable and unjustified. This brings up to question: what is wrong with the regulation of having a 'sieve' or a 'flour sifter' among the equipment for the once or a hundred use during an entire career? Certainly, there could be no objection to the added inventory, because a good one can be purchased at retail for 29 cents.

In an effort to be objective concerning differences of opinion, it is conceded that those who are in favor of these Amendments and those who are opposed have definite rights to their respective opinions. One must acknowledge the philosophy in a statement attributed to Voltaire, although there is no actual proof he ever gave voice to it—at least in exactly these words: "I disapprove of what you say, but I will defend to the death your right to say it."

Even so, there is no doubt in how this column stands in this matter. It sincerely believes there is a definite and long-time need for these Amendments; that pharmacists themselves, and certainly the public they serve, will benefit by this constructive legislation. It further believes, after long and assidnous consideration of the legislation, no pharmacist, howsoever he may himself believe, will be harmed, throttled, or endangered by it.

The Association's Legislative Committee is charged with the duty of presenting these Amendments to the Legislature. It is the function, the obligation of an Association such as ours to strive for the ideal, or the nearest possible ideal, in conditions under which the profession is practiced, and it is the function and obligation of the Board of Pharmacy to strive for the very same ideals and the best and most equitable means of regulating that practice. Both believe, and conditions have endorsed the belief, this legislation is needed to aid in attaining these functions and obligations if pharmacy is to retain its privileges and obligations in a self-regulatory manner.

It is argued that all practitioners should

have voice in the adoption of any legislation concerning their practice, whether or not they are members of the Association. The Association has not ever denied this right; it does not do so now. The Board of Pharmacy also does not question this right.

Neither does this column deny that right, but it does attempt an answer.

If any hindrances to any pharmacist becoming a member of the Association exist, they are of the pharmacist's own making. By the same token, there is, as in almost all professional organizations, provision for expulsion of a member for reasons judged valid by three-fourths of the membership. These reasons also must be caused by the member himself. To draw an analogy from a prosaic vernacular: "if a man boards a train for the nether regions, he has his own timetable in his pocket." After all, all members owe something to their own organization. Likewise do all pharmacists owe an allegiance and loyalty to their own self-regulatory agency, just as that agency owes its best efforts to the practitioners. Ergo, all pharmacists should belong to their Association. And, all pharmacists should either support their Board or else depose it in democratic manner.

If any hindrances to any pharmacist working for or against this legislation has been placed in his path by *ad*juration, it is not apparent; if there has been any coercion of any pharmacists to work for or against this legislation, it, therefore, must be concluded that it has been exercised by *ab*juration. It is a fact that there are pharmacists within and outside the Association who are working for and against this legislation.

Such divisive actions are sad for pharmacy and pitch it into a dim light in the eyes of the public and in the eyes of many legislators. There is a strong element of danger in this condition. It makes the job of pharmacy's friends in the Legislature infinitely more difficult. Utter harmony in a common cause is pleasurable to a legislator, but constant bickering and diffusion of concerted effort is anathema to him.

Although a legislator instinctively recognizes the right of expression of opinion even when it differs from his own, he is amenable to persuasion by his colleagues and by his people who have helped to place him where he is. But this persuasion must be advanced in a spirit of advancing bona fide arguments of merit, and in the added dividend of a presentation which will save him time, the commodity of which he has not nearly enough. If he is compelled to add to his work by doing his own research on a subject less familiar to him than his specialty, he will perforce believe a proponent lacks interest in his own proposition. Under such circumstances even a friendly legislator will have a much more difficult time in persuading a colleague than concerted, earnest action on the part of pharmacists who desire this legislation should saddle him with.

Since it is obvious how this column stands on this issue, all this may be interpreted as being a plea that all join together in working for this needed legislation. And so it is. It is also obvious that those in opposition to this needed legislation are adamant in their desire to defeat it, so it is squarely up to those who believe in it and desire its enactment to be equally or exceedingly adamant in their determination to work for its passage.

As for the legislators, they will listen as receptively as arguments for it are perceptively presented. They will act as they feel is right, but they must be assured that it is right. A man must act in a manner to justify his conscience, else he may be displeased with the man reflected in his shaving mirror. Your legislator deplores disharmony and, mark you well, if such disharmony continues in this profession, such matters as self-regulatory bodies within a profession will one day be transferred to agencies of the Legislators' own creation.

So, if you believe as we do, we urge that you join us in working for enactment of this legislation as zealously as those who are opposed have been working for its defeat. It is the ninth inning; come off the bench and expend your energy and your consummate talent in persuading your legislators to enact this needed legislation. Stand up and be counted. You will be everlastingly proud that your profession did not suffer by finding you indifferent or callous to her needs.

Grateful for Cooperation

Dear W. J.:

Recently I had the misfortune of being hospitalized for an emergency operation. This meant being out of the store for two weeks with little time to make plans as to a relief pharmacist. I hardly knew which way to turn.

I called John Ameen who is employed at Caldwell's Drug Store in Gastonia. He was willing to come over and work the hours he had off, and suggested Jerry Harper, a fellow pharmacist, would do the same. Other pharmacists who followed suit were: Charles Blanton, owner of Kings Mountain Drug Store; also one of his pharmacists, Ragan Harper; Terry Heatherington from Smith's Drug Store in Gastonia; Barry Bell from Franklin Drug; and Fred Moss from Moss Drug Store. I must add that my friend and competitor, Jessie Putnam, was so willing to help, and did in many ways.

With this wonderful cooperation from these fine neighboring pharmacists, I was able to keep my prescription department open and serve my customers as usual. To this group I will always be grateful.

Thought this all a bit unusual and worth passing on to you.

Cordially,
s/s J. R. Curtis
Curtis Pharmacy
Bessemer City

New Owner

James B. Patton, pharmacist at Hendrix Drug Store, Canton, for the past nine years, has purchased sole ownership from J. O. Hendrix of Asheville.

Patton, a native of Canton, attended Duke University and later the UNC School of Pharmacy, graduating in 1954. He has been a part owner of the pharmacy since 1957.

Candidate

Henry B. Ridenhour, Spencer Pharmacy, is one of ten candidates for a seat on the Spencer Board of Aldermen.

For eighty-two years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Physician/Pharmacist Code

A Physician-Pharmacist Code of Understanding has been developed by the Medical Society of the State of North Carolina and the North Carolina Pharmaceutical Association, according to an announcement by Dr. John T. Dees of Burgaw, Chairman of the Medical Society Pharmacy Liaison Committee, and W. J. Smith, Executive Secretary of the State Pharmaceutical Association.

"The purpose of this Code of Understanding is to restate and reaffirm the ethical principles of each profession and to strengthen relations between doctors of medicine and pharmacists," the statement said.

The Code constitutes the recognition that physicians and pharmacists are interdependent in serving the patient and have a joint responsibility of educating the public in the proper use and handling of medications.

The Code of Understanding has recently been published in pamphlet form and distributed to members of both professions throughout the State, by their respective professional organizations. It emphasizes that "Both professions should strive to afford the patient, at all times, free choice of medical and pharmceutical services."

Wholesalers Receive Roche Earned Service Allowance

Roche Laboratories, division of Hoffmann-La Roche Inc., has issued checks totaling more than $150,000 to approximately 450 wholesale distributors. The payments, being delivered by Roche sales representatives, represent the first distribution of the company's Return Service Allowance.

Varying in amounts from $200 to $500, these payments are based on the wholesaler's annual purchases from Roche. The intent of the Return Service Allowance Program, which was initiated April 1, 1966, is to help defray some of the costs which the wholesaler incurs for accepting and processing returns from his customers. This is in addition to credit and transportation charges for returned items.

Roche adopted this policy after giving serious consideration to the problem of the community pharmacist in handling returns.

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE SINCE 1906
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

Births

Mr. and Mrs. Donald Peterson announce the birth of a daughter, Diane Michele, April 3, 1967, weighing 7 lbs. 1 oz. Mr. Peterson, 1960 graduate of UNC School of Pharmacy, is with Dees Drug Store of Burgaw.

Dr. and Mrs. James L. Devereux of Camp LeJuene, North Carolina, are announcing the birth of a son, James Lawrence II, April 7, 1967. Mrs. Devereux, a pharmacist, was a member of the 1965 class of the UNC School of Pharmacy.

Mr. and Mrs. G. C. Hartis, Jr. have a son, Charles Edward, born April 11th at Baptist Hospital of Winston-Salem. Charles was born into a pharmacy family. His father, his mother (Margaret McCann) and his grandfather are pharmacists. G. C. Hartis, Jr. is with the Sherwood Plaza Patterson Drug Company, and G. C. Hartis, Sr. (grandfather) is a medical service representative for Parke, Davis & Co.

A note from the **Thomas B. Moores** of Salisbury, says "We have added our fifth child to our family, a beautiful girl." Mr. Moore manages Purcell Drug Store #2.

Mr. and Mrs. Stuart Rollins are announcing the birth of a son, Stuart Scott Rollins, April 26th. Mrs. Rollins is the former Jo Ann Ring. Mr. Rollins, member of the 1956 class of UNC School of Pharmacy, is with Walkertown Drug Company of Walkertown, North Carolina.

Mr. and Mrs. Wayne Keith have a new daughter, Martha Katie, born March 20, 1967. The Keiths are living in Sanford, where Mr. Keith is with Mann Drug Store of Kendale Shopping Center.

Marriages

Miss Ellen Louise Pike and Charles William Payne were married April 15th at Central Methodist Church of Concord. Miss Pike, alumna of the UNC School of Pharmacy, is the daughter of **Pharmacist and Mrs. Joseph Pike, Jr.** of Concord. She has been associated with Medical Center Pharmacy, but will be moving to College Park, Ga. where Mr. Payne is stationed. He is presently serving with the United States Army in Atlanta, Ga.

Deaths

HERBERT E. LOVETT

Herbert E. Lovett, owner and operator of Liberty Drug Company since 1939, died suddenly at his home in Liberty on April 25.

A native of Graham, Mr. Lovett was 52 years old. He was a graduate of the UNC School of Pharmacy and had worked in Warrenton and Asheboro before purchasing the Liberty Drug Company.

Active in civic and church affairs, he was a member of the Liberty Rotary Club for 23 years, serving as president in 1945-46. He was also past president of the Liberty Merchants Association, the Liberty School PTA and vice-president of the NCPhA in 1958-59.

He was active in scouting, served on the local school board and was a member of the official board of the First Methodist Church.

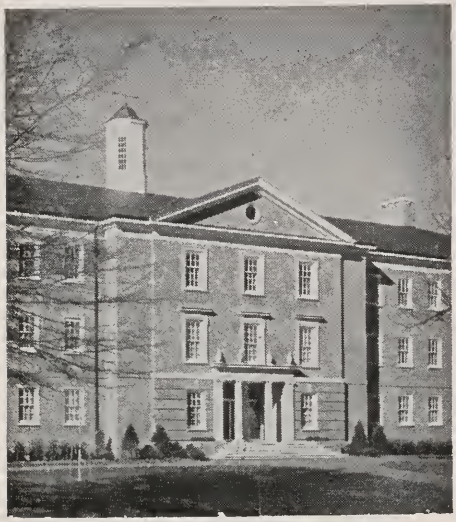
Survivors include his wife, Mrs. Mary M. Lovett; three daughters and two sons; his parents of Graham; and two brothers, one Pharmacist Fleming Lovett of Lillington, and one granddaughter.

MRS. E. R. ANDERSON, SR.

A runaway automobile was credited with the death of Ester Jordan Anderson of High Point, following a two-car collision on April 14th. According to the High Point paper, a car operated by Frank Gordon of High Point and the Anderson car were involved in a minor collision. After the crash the Anderson car, according to witnesses, sped up, veered off the right side of the street, dropped off a five-foot embankment and struck a cement wall. Mrs. Anderson was dead on arrival at the hospital.

Mrs. Anderson had been active in the operation of the Anderson Drug Stores since the death of her husband in 1957. Survivors include two sons, Pharmacist Ernest R. Anderson, Jr. and William A. Anderson, and a daughter, Mrs. O. J. Clontz.

UNC PHARMACY SCHOOL NOTES



A Drug Marketing Conference sponsored by McKesson and Robbins was held at the school on March 17 for members of the graduating class. Speakers on the program were: Reuben C. Russell, Division Manager; Bob D. McDaniel, Sales Manager; W. Ben Hawfield, Merchandise Manager; Bill Addison, Credit Manager; and Ted Johnson, Pharmacy Design Consultant. In the evening the students were dinner guests of McKesson and Robbins at the Carolina Inn.

Claude Timberlake, UNC pharmacy graduate and vice-president of the National Pharmaceutical Council, visited the school on March 31.

A.Ph.A. Meeting

The school was well represented by both faculty and students at the annual meeting of the A.Ph.A. in Las Vegas. Faculty members attending were Dr. Cocolas, Mr. Eckel, Dean Hager, Mr. McAllister, and Dr. Piantadosi; the students were Carl Bauguess, Eugene Anderson, James Ray Hall, Steve Kennedy and Ben Williams.

Representatives participating in the meetings were as follows:

Dr. Hager attended the meetings as a member of the Executive Committee of the American Association of Colleges of Pharmacy; he was a member of a panel for a Seminar for Administrative Personnel; he presented the Research Achievement Awards at the opening session of the American Pharmaceutical Association; he gave a "Report of Committee on Membership" to the Academy of Pharmaceutical Sciences; he was toastmaster at a luncheon; and installed as President-elect of the Academy of Pharmaceutical Sciences.

Mr. McAllister gave a "Preliminary Report of Committee on Internship" to the National Association of Boards of Pharmacy.

Mr. Eckel spoke to a joint session of the Academy of General Practice of Pharmacy and the American Society of Hospital Pharmacists on "A Definition and Discussion of the Pharmacy and Therapeutics Committee, Policy and Procedural Manual and Automatic Stop Order."

Mr. Bauguess presented a paper on "A Rate-of-Solution Study upon Selected Solute-Solvent Combinations" to the Section on Basic Pharmaceutics of the Academy of Pharmaceutical Sciences.

The fourth year class and Professor Herman O. Thompson, as a part of their study of tableting and divided dosage forms, were guests of the B. C. Remedy Company in Durham during the weeks of April 9 and 16. Because of the size of the class, they were divided into 4 groups of about 20 students each. Dewey S. Mims extended the invitation to the class. F. T. Clayton and H. A. Shepherd conducted the tours through the plant. The reaction of the students to the total operation and appearance of the plant was very favorable and offered an understanding and insight into a very important aspect of modern industrial pharmacy.

Special recognition should be given to Mary Ann Fulton, fourth year student from Winston-Salem, who was elected President of the Graham Memorial Union, the first woman to hold this office.

Mary Gray Teague, graduating senior from Fayetteville, is to be congratulated for

another honor bestowed upon her. She was selected as the Outstanding Senior Woman student on campus for the year.

Congratulations are in order for the birth of a son, Darrin Patriek, to Mr. and Mrs. Dean Bryan. The father is a member of the Senior Class. The baby was born March 22nd.

A Drug Abuse Seminar, co-sponsored by the school and the Bureau of Drug Abuse Control, was held on April 19 in Chapel Hill. The meeting was attended by forty-four North Carolina law enforcement officers.

Kappa Psi

On Wednesday April 12, Kappa Psi made its annual visit to the North Carolina Cerebral Palsy Hospital in Durham. The brothers and pledges of the fraternity took gifts to the children at the hospital and entertained with the folksinging of Al Simmons, Buck Murchison, Tom Oakley and Frank Burton.

The fraternity's overall average for the past fall semester was 2.328 out of a possible 4.000 which ranked second in the Professional Intrafraternity Council and ninth of all fraternities on the Carolina campus.

At the recent Kappa Psi Province III Convention in Richmond, Virginia, the chapter here at UNC, Beta Xi, tied with the Theta Chapter of the Medical College of Virginia at Richmond in being named "Most Efficient Chapter in Province III." Province III includes Kappa Psi chapters of North and South Carolina, Virginia, West Virginia, and the D.C. area. Delegates to the Convention from Beta Xi were Jack Morgan, James Hall, Mark Williams, Wes Cotten, and Buck Albright.

Fred Rachide was elected to the office of President and Bob Inman was elected to the office of Vice-President in the Student Body Elections held at the School of Pharmacy on April 14. In the recent elections in the P.I.F.C., Buck Albright was elected to the position of Treasurer.

James Hall, who was selected as one of two Student Members of the Kappa Psi Grand Council Executive Committee last summer, has recently been nominated for the Office of Second Grand Vice Regent of the Fraternity's National Chapter. Next August he will serve on the Program Committee at the National Convention.

A final big event in the semester was the annual Kappa Psi—P.D.C. softball game held during Pharmacy Weekend. Kappa Psi had its fifth straight win and the second leg on the second challenge trophy presented to the winning fraternity each year.

Phi Delta Chi

Phi Delta Chi is proud to announce the pledging of William D. Lamm from Mt. Airy.

Congratulations go to Brother Ben Williams who was elected President of the Student Branches, Gene Anderson elected Vice-president, and Robert Neal elected Assistant to the President.

Brothers Gene Anderson and Ben Williams have returned from the APhA Convention in Las Vegas. They had a very enlightening trip and have given the fraternity a most interesting report.

Phi Delta Chi had a booth at the 1967 Campus Chest Carnival. This was the only charity drive held on campus during the year, and all proceeds went to the Mental Retardation Research Center at Butner; the O'Berry Center in Goldsboro; the World University Service; and the N. C. Heart Fund.

The entire house membership attended the visiting scientists lecture of the American Association of Colleges of Pharmacy on May 1, 1967. The speaker was Dr. Nobles of the Graduate School of the University of Mississippi School of Pharmacy.

The PDC Man of the Year Award was presented to Bill Randall of Lillington, at the PDC Luncheon held during the NCPhA Convention in Winston-Salem, N. C.

The fraternity, beginning this month, has taken over a display window in the School of Pharmacy. The current display is on the research that is going on in the School of Pharmacy at Chapel Hill.

We are grateful to many of our Alumni who have contributed to the Phi Delta Chi Loan Fund.

We are proud of our advisor George Hager for being nominated as a member of the Board of Trustees of the APhA, and of

(Concluded on page 31)

DOINGS

OF THE AUXILIARIES

- Asheville—Mrs. R. C. Sisk
- Cabarrus—Mrs. Donald W. Beaver
- Chapel Hill—
- Greensboro—
- Hendersonville—Mrs. Larry Baber
- High Point—Mrs. E. R. Anderson, Jr.
- Rowan-Davie—

Asheville

Mrs. Roger Spittle was elected president of the Western North Carolina Drug Auxiliary at the April luncheon meeting held at the home of Mrs. Aubrey Scott. Other new officers are: Mrs. R. C. Sisk, vice-president; Mrs. Scott, corresponding secretary; Mrs. George Bryan, recording secretary; Mrs. Harry Dover, treasurer; Mrs. L. G. Crouch, parliamentarian; Mrs. B. L. Pinner, reporter, and Mrs. Edwin Brown, historian. Co-hostess for the meeting was Mrs. J. W. Brown, Jr.

Bazaar items which will be sent to the convention for sale at the Pharmacy Originals booth, were displayed at the meeting.

Cabarrus

The March meeting of the Cabarrus Auxiliary was held at the home of Mrs. Rachel Mitchener, retiring president. Following a covered dish supper, the nominating committee presented the slate of officers: Mrs. Whit Mosse, president; Mrs. Preston Forrester, vice-president; Mrs. Park Webster, secretary; Mrs. Ernest Porter, treasurer.

The club voted to donate $25 to the Student Loan Fund.

Two new members, Mrs. James Jochems and Mrs. William L. Hutchison, were welcomed.

Chapel Hill

Prior to the monthly evening of service to N. C. Memorial Hospital, the Chapel Hill Pharmaceutical Auxiliary held a short business meeting.

It was reported that more than $300 had been realized from the Bingo Party. Plans were discussed for a benefit bridge to be held on May 3rd.

The Nominating Committee offered the following slate of officers: President, Mrs. Don Skakle; Vice-President, Mrs. Jack Wier; Secretary, Mrs. Fred Semeniuk; Treasurer, Mrs. Fred Eckel; Historian, Mrs. Nicholas Holland.

Installation will be held at the May meeting.

Greensboro

The Greensboro Auxiliary elected Mrs. James M. Egbert as president to succeed Mrs. Dale C. Bracker at their April meeting, held at the Greensboro Country Club.

Other officers chosen were Mrs. Briggs Cook, vice-president; Mrs. W. S. Dukes, secretary; Mrs. C. C. Graham, treasurer; Mrs. Robert Shearin, chaplain; Mrs. J. Frank Pickard, historian.

Program for the luncheon was a group of four songs by Miss Darlene Hussey, Page High School student. She was accompanied at the piano by Mrs. Robert F. Whiteley of the auxiliary.

Business included plans for the state convention. It was voted to contribute $50 to the Institute of Pharmacy and $25 to the School of Pharmacy.

Hendersonville

An organizational meeting of a Hendersonville Auxiliary was held April 24th at the home of Mrs. Don Norman with Mrs. John Bailey as co-hostesses.

The following officers were elected: President, Mrs. Larry Baber; vice-president, Mrs. Bailey; secretary, Mrs. William Beck; treasurer, Mrs. Norman; reporter, Mrs. L. E. Feagin; and parliamentarian, Mrs. John McBryde.

They will be installed at a meeting May 22.

High Point

Mrs. Leo Carter was hostess to the High Point Pharmaceutical Auxiliary's April meeting at her home in Asheboro.

The meeting was attended by several wives of pharmacists from Asheboro in the interest of organizing an Asheboro auxiliary. Plans were made to attend the N. C. Phar-

maceutical Convention to be held in Winston-Salem.

Mrs. Hugh Myers was welcomed as a new member.

The following officers were elected for the coming year: Mrs. Bill Duck, re-elected president; Mrs. Hal J. Quinn, Vice-President; Mrs. James Cooper, Secretary-Treasurer; Mrs. Joseph F. Bland, Advisor; Mrs. Sherrill O. Bailey, Sunshine Chairman; Mrs. Hugh Myers, Telephone Chairman.

The door prize went to Mrs. Ben Mobley of Asheboro.

Rowan-Davie

The April meeting of the Rowan-Davie Auxiliary, held at the Salisbury Country Club, featured a talk by J. Lewis Sowers. He and Mrs. Sowers visited Alaska last summer and took color slides which Mr. Sowers showed.

Mrs. Robert Brunson presided over the business session. Officers were elected to serve for the new year as follows: Mrs. Charl Sanders, president; Mrs. George Albright, vice-president; Mrs. Robert Hoyle, secretary; Mrs. Robert Milton, treasurer; Mrs. Frank Skinner, historian and yearbook.

Mrs. Robert B. Hall led devotions on the theme of "Being Yourself." Mrs. Hall and Mrs. Vance McGugan were hostesses for the meeting. Mrs. C. Thomas Hosea was welcomed as a visitor.

UNC SCHOOL OF PHARMACY NOTES

W. J. Smith for being elected vice-chairman of the APhA House of Delegates.

Phi Delta Chi is looking forward to a Barbecue Cookout given for the Fraternity by the W. J. Smiths on May 21. One of our pledges Norman Overcash of Mooresville will provide musical entertainment with his guitar.

We are pleased to have a new faculty member, Dr. Lyman D. Fonda. Dr. Fonda is a charter member of the Tau Chapter and helped organize the Beta Zeta Chapter at the Brooklyn College of Pharmacy. Before moving to N. C., Dr. Fonda was Professor of Pharmacy, Brooklyn College of Pharmacy from 1932 to 1963. He was chairman of the Pharmacy Department for 25 years, serving also as Secretary of the Faculty, University Council Representative, and Chairman of the Faculty Curriculum Committee. Dr. Fonda has also taught at the University of Florida, Rutgers, and Purdue Schools of Pharmacy. He also served as Director of Pilot Plant Operation for the Belle Chemical Company. He was concerned in research with the synthetic production of camphor on an industrial scale. Dr. Fonda is officially retired from teaching but is helping supplement instruction in Pharmacy Management courses.

Husband-Wife Team

A husband and wife team, Mr. and Mrs. Hugh Hayes, are the new owners/managers of Surry Drug Company, Mount Airy.

Mr. and Mrs. Hayes, both pharmacists, met while students in the UNC School of Pharmacy from which both graduated in 1963. The Hayes, in recent years, have made their home in Madison.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

WANTED TO BUY—A good drug store. If you have one for sale, please write MBT-5, c/o **Carolina Journal of Pharmacy.**

PHARMACIST NEEDED—Above average salary and fringe benefits. 45 hour work week. Ideal working conditions. All replies confidential. Write to: Johnnie L. Rummage, Drug Centre, Inc., 121 North First Street, Albemarle, N. C. 28001.

RELIEF PHARMACIST AVAILABLE—In or near Charlotte. Mrs. Betsy Clinard, 1609 Emerywood Drive, Charlotte, N. C.

PHARMACIST—Available for summer relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, N. C. Tel. (919) 286-1192.

PHARMACIST WANTED—Good salary and hours. Possibility of buying into business. Good future assured. Write or call Shelton Brown, Brown Drug Company, Goldsboro. Phone 724-3351.

Hall Elected

Robert B. Hall of Mocksville was elected first vice-president of the N. C. Association of Professions at the organization's April 12 meeting in Raleigh.

Unusual Shoplifter

A beagle dog ran into Jack Darden's Pharmacy, Clinton, and made off with a large plush rabbit. When last seen, the dog was tossing the rabbit up in the air and catching it.

Faulkner Wins

Eddie Faulkner, Faulkner's Drugs, is Monroe's new mayor. He beat a dentist candidate in the election by 1,096 to 529.

Eidam Cited

Ben Eidam, Waynesville Pharmacy, has been cited by the Waynesville Merchants Association, for contributions toward business improvement of the town and community service.

Could See Sky

Bill Price, Conover Drug Store, reported: "I opened up as usual, went to the rear of the store to hang up my coat and when I looked up I could see the sky."

Thieves punched a hole in the roof, lowered themselves to the prescription department and made off with approximately $250 in narcotics.

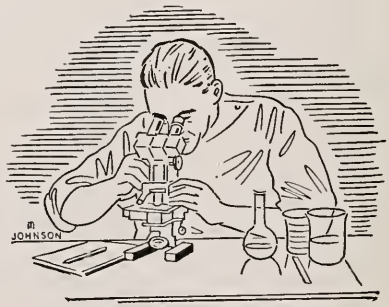
Honored for Film Production

Stuart Rollins has been honored by the Pfafftown Jaycees, of which he is a member, for the preparation of an orientation film. During the coming year, he will serve as a director of the local Jaycee organization.

On European Tour

Reinhold E. Mueller, Walkertown Rexall Drugs, Walkertown, left May 6 for a visit to 14 European countries, including his original home country of Germany.

Traveling with Pharmacist Mueller will be his wife and other members of the family. They will return home on June 15.



Are you using an old accounts receivable system or one that is not up to date?

We would like to discuss with you our plan for keeping your receivables, it's called

TIP TOP*

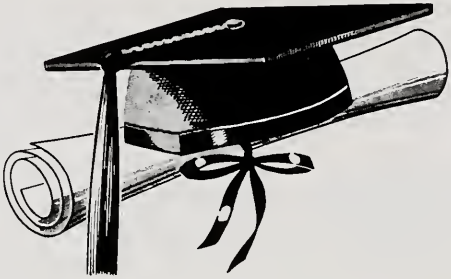
- HANDLES ACCOUNTS RECEIVABLE
- INDICATES AND RECORDS TAX DEDUCTIBLE PURCHASES
- ACCUMULATES SALES TAX ON EACH CONSUMER STATEMENT AND TOTALS MONTHLY SALES TAX FOR STORE
- PROVIDES PROOF OF PURCHASE FOR MEDICAL INSURANCE PROGRAMS
- INSURES ON TIME BILLING
- ADDS SERVICE CHARGE ON PAST DUE ACCOUNTS (OPTIONAL)
- SIMPLIFIES RECORD KEEPING ON WELFARE ACCOUNTS (OPTIONAL)
- NO EQUIPMENT TO BUY OR LEASE
- CONSUMER CONCENTRATES PURCHASES WHERE MEDICAL EXPENSE RECORDS ARE KEPT. FROM ACTUAL EXPERIENCE IN STORE WHERE **TIP TOP** HAS BEEN INSTALLED EVERY STORE INCREASED CHARGE BUSINESS FROM 8% TO 32%, AND MOST STORES CUT RECEIVABLES AS MUCH AS 5% TO 15%.

*Tax Information Plan Total Owed Purchases

WE ARE A *Lilly* DISTRIBUTOR

To help you **O**WENS, *Obtain* **M**INOR & *More* **B**ODEKER *Business & profits*

1010 HERRING DRIVE • WILSON, N. C.



OUR HEARTIEST
CONGRATULATIONS
AND
BEST WISHES
TO THE
GRADUATES
OF THE
NORTH CAROLINA
SCHOOL OF PHARMACY

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII June, 1967 Number 6

LIBRARY
JUN 26 1967

when summer fun exposes them to sun, recommend Lotion Surfadil® to your customers

SOOTHING relief of minor sunburn and itching of nonpoisonous insect bites, poison ivy, poison oak, and minor skin irritations.

CONVENIENT flesh-colored, nonstaining lotion spreads easily and will not rub off on clothing when dry.

ATTRACTIVE consumer-tested package creates impulse sales for you.

Additional information available upon request.

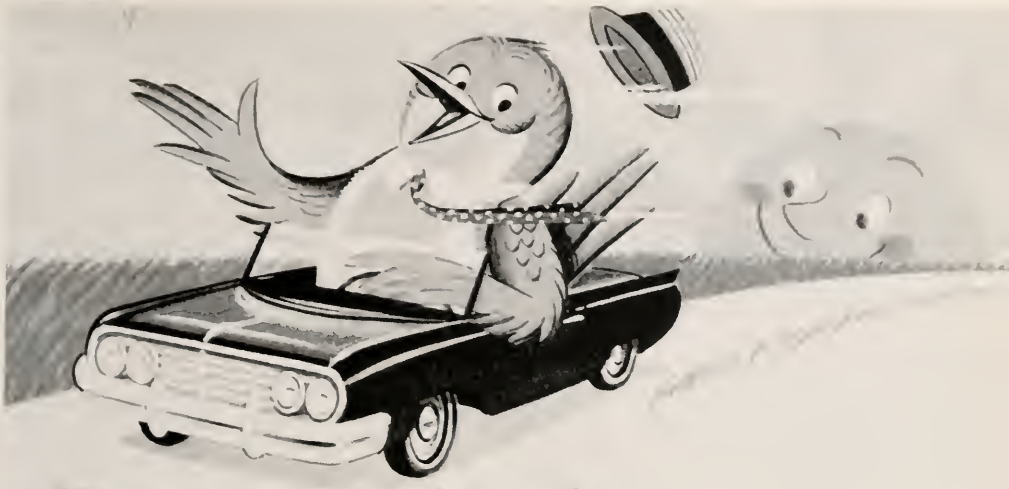
Surfadil®

Cyclomethycaine and Methapyrilene

Eli Lilly and Company, Indianapolis, Indiana 46206

Lilly

700788



Be an early bird!

MAKE YOUR PLANS NOW
TO ATTEND THE

JUSTICE HOLIDAY GIFT SHOW

SUNDAY—MONDAY—TUESDAY
AUGUST 20th, 21st, 22nd

In The

COMPLETELY AIR CONDITIONED
GREENSBORO AUDITORIUM

Show Hours: 2:00 P.M. 'Til 9:00 P.M. Each Day

DINNER SERVED: 6:00 P.M. TO 7:00 P.M.
EACH DAY

We Look Forward To Seeing You At The Show

JUSTICE DRUG COMPANY

1201 VALLEY PARK DRIVE
GREENSBORO, N. C. 27420

Dependable Service Since 1898

In Memorial

Walter Scott, Jr., President of Scott Drug Company, Charlotte, died June 1 in a Charlotte hospital. He was 61.

Mr. Scott attended Davidson College and graduated from Virginia Military Institute in 1927 with a degree in civil engineering. From 1941 to 1945, he served in the U. S. Army Air Corps and was awarded the Asiatic-Pacific Campaign Ribbon with one bronze star. He retired as a lieutenant colonel.

In 1927 Mr. Scott became associated with the Scott Drug Company, and in 1946 was elected president of the firm. He was a past chairman of the South Atlantic Drug Club and a past member of the Board of Control of the National Wholesale Druggists Association.

He was a member of Blue Lodge, Scottish Rite and Oasis Temple of the Shrine, Charlotte Kiwanis, VMI Alumni Association, Charlotte Country Club, City Club, and Traveling Men's Auxiliary of North and South Carolina.

Surviving are his wife; his mother, Mrs. Eva Quincy Scott; and a son, Walter Scott, III, of Charlotte.

The Carolina JOURNAL OF PHARMACY

June, 1967

VOL. XLVIII No. 6

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Nursing Home Program Funded	5
Auxiliary Stages Successful "Pharmacy Originals" Sale	7
State Board of Pharmacy	8
Carolina Camera	11
Tar Heel Digest	13
Convention Pot Pourri	17
Reports from the Local Pharmaceutical Organizations	22
UNC School of Pharmacy Notes	40
TMA NEWS Briefs	44
Doings of the Auxiliaries	45
Births-Deaths	47
Classified Advertising	52

ADVERTISERS

Abbott Laboratories	34
American Druggists' Insurance Co.	22
B. C. Remedy Company	20
Berryhill Fountain Sales	32
Davenport-Dillard, Inc.	39
Geer Drug Co.	12
Henry B. Gilpin Company	32
Justice Drug Company	1
Grant E. Key, Inc.	46
W. H. King Drug Co. and Associates	4th Cover
Lance, Inc.	18
Lederle Laboratories	36
Eli Lilly & Company	2nd Cover
McCourt Label Company	7
Mead Johnson Laboratories	30
Menley & James Laboratories	38
Owens, Minor & Bodeker	3rd Cover
Parke, Davis & Company	28
Ramsey Manufacturing Corporation	18
Reaco Products	11
A. H. Robins Company	28
Roche Laboratories	26-27
E. N. Rowell Company	11
Scott Drug Company	2
Sealtest Foods	48
Seeman Printery	43
Smith Kline & French Labs.	14-15
Smith Wholesale Drug Company	13
Stanback Company, Ltd.	9
The Upjohn Company	16
Wyeth Laboratories	25

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Rogers Is Named Head of Mental Health Board

Ralph P. Rogers, Jr., N. C. Mutual Wholesale Drug Company, has been elected chairman of the Durham County Mental Health Advisory Board.

The mental health advisory board was named to bring together various agencies and groups concerned with mental health into one body through which all programs and activities within the county will be channeled.

Paper Features Mrs. Nixon

Mrs. Richard F. Nixon, Jr. (UNC School of Pharmacy, '65) of Dallas was the subject of an illustrated feature in a recent edition of *The Gastonia Gazette*.

A graduate of the Belmont High School, Mrs. Nixon did intern work at Gaston Memorial Hospital and is now employed in Dallas by Summey's Drug Store.

Pharmacy Seniors Tour Justice Facilities and are Entertained at Theatre Dinner Party

For the 19th consecutive year, Justice Drug Company of Greensboro entertained (May 17) the pharmacy graduates of the School of Pharmacy, UNC.

The graduates toured the Justice wholesale house in the afternoon and were dinner guests at the Showboat Theatre later in the day.

More than 100 persons, including the graduates and guests, attended the event.

Randall Nominated

William (Bill) Randall of Lillington is one of three nominees as a representative of Region II of the Academy of General Practice of Pharmacy.

Position Open

For pharmacist with institutional pharmacy experience and leadership abilities to aid in implementing the nursing home pharmaceutical service project in North Carolina. Will require extensive travel and conferences throughout state. File application, including biographical sketch, with Fred M. Eckel, School of Pharmacy, Chapel Hill, N. C.

Wrinkle Remover?

A news item recommending cocoa butter as a wrinkle deterrent was responsible for a sales spurt of this product in many North Carolina towns in May.

One wholesaler reported a sale of nine dozen of the product to one pharmacy; the owner returned a few hours later for a repeat of the order. The supply of cocoa butter in many pharmacies was exhausted shortly after the news story appeared.

An interesting sidelight: Most customers invented excuses for wanting to buy the product; few would indicate they wanted a "wrinkle remover."

Cover Page

Pharmacist/Senator John T. Henley of Hope Mills (center) receives "The Don Blanton Award" for his outstanding service to Pharmacy during the past year. Shown with the award recipient is Mr. and Mrs. Charles D. Blanton, Jr. who established the annual award in 1966.

Mr. Henley is chairman of the NCPhA Committee on Public Health & Welfare and is a member of the Association's Committee on Mental Health.

Welfare Vendor Payment Data

	April		*July 1-April 30*		*May (Estimated)*	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	4,367	$ 733,362.34	40,379	$ 8,548,584.14	4,127	$ 729,819.00
Outpatient	3,051	43,316.80	35,695	515,587.68	3,000	43,277.00
Pharmacy	43,566	389,889.83	493,847	5,960,861.91	44,500	524,946.00
Dental	81	1,590.33	1,388	28,962.71	122	1,852.00
Total	51,065	$1,168,159.30	571,309	$15,053,996.44	51,749	$1,299,894.00

Nursing Home Pharmaceutical Program Funded by Grant from Z. Smith Reynolds Foundation

A $34,250.00 grant has been awarded by the Z. Smith Reynolds Foundation, Inc. to the North Carolina Hospital Education and Research Foundation for a program to assist in the development of pharmaceutical services in nursing homes in North Carolina.

The program will be under the direction of Mr. Fred M. Eckel, Instructor of Hospital Pharmacy, School of Pharmacy, University of North Carolina. The purpose of the project is to: (1) determine the specific needs for adequate and safe pharmaceutical services in nursing homes and related facilities in North Carolina, (2) develop and evaluate effective methods of meeting the pharmaceutical needs of the nursing homes of North Carolina, (3) orient nursing homes administrators to the need for pharmacy service, and (4) recruit and orient pharmacists to provide adequate pharmaceutical service to nursing homes in North Carolina.

This program will be integrated with the Plan of Assistance to Develop and Improve Pharmacy Service in North Carolina Hospitals also directed by Mr. Fred M. Eckel. The overall project will be directed by the Advisory Committee of the Plan of Assistance to Develop and Improve Pharmacy Service in North Carolina Hospitals which includes a representative from the North Carolina Hospital Association, the North Carolina Society of Hospital Pharmacists, the North Carolina Pharmaceutical Association, the Medical Society of the State of North Carolina, and North Carolina Board of Pharmacy. To administer the nursing home project, the Advisory Committee will be expanded to include a representative of the Nursing Home Division of the State Board of Health and the North Carolina Association of Nursing Homes.

To date, the Plan of Assistance to Develop and Improve Pharmacy Service in North Carolina Hospitals has experienced success and acceptance far beyond its anticipated goal. Over 40 hospitals have registered their pharmacy departments with the Board of Pharmacy since its beginning. Its influence has extended to the national level where it has been characterized as "exemplary." With these additional funds the program will now be extended to all institutional facilities in North Carolina.

TMA MAN OF THE YEAR

NCPhA President Charles D. Blanton, Jr. (right) presents plaque to Jack G. Watts of Burlington. Mr. Watts, a Lilly MSR in the Burlington area, was named "TMA Man of the Year" as a result of a mail ballot vote conducted by the NCPhA. Watts received the top vote out of a list of 30 nominees for the honor.

Elections Committee

The mail ballot election conducted by the NCPhA to select four members to serve as an "Elections Committee" for next three years resulted in the election of

1. Joe P. Barbour, Jr., Burlington, Chairman
2. Rowe B. Campbell, Jr., Taylorsville
3. Mrs. June West, Raleigh
4. Donald J. Miller, Morganton

Sale Pharmacy
Wives Originals
AUCTION SALE
AMERICAN RED CROSS
Sale Pharmacy
Wives Originals

Woman's Auxiliary Stages High Successful "Pharmacy Originals" Sale

One of the Woman's Auxiliary projects for the year was the sale of "Pharmacy Originals" at the NCPhA Convention in Winston-Salem, May 7-9.

The project was most successful. Hundreds of items were brought (or sent) to the convention, placed on display, and sold. The proceeds go to repainting the Institute of Pharmacy and for purchase of some needed equipment.

Top: Mrs. Tom Holland of Mount Holly and Mrs. John T. Stevenson of Elizabeth City are shown with a few of the Pharmacy Originals. The Afghan (lower left) brought $100. The painting, center, by Mrs. Grover Creech of Selma, was purchased ($50) by W. H. King Drug Company and presented to the Institute of Pharmacy.

Center: Eager buyers look over the Originals. Most of the 600 registrants visited the display during the 3-day meeting.

Bottom: Mrs. Don Chapman, chairman, and Mrs. Ronald Small, co-chairman, and committee members of The Winston-Salem Apothecary Club, are shown with the State Pharmacy Originals Chairman, Mrs. Grover Creech of Selma, 3rd from left.

Pictures by Colorcraft Corporation

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

FOR RENT
DRUG STORE BUILDING

Located in Wilmington, N. C.
10th and Grace Streets
in a big circle of doctors as follows:

1 doctor in the building
7 doctors on opposite 2 corners
15 doctors within one block

No other drug store within 5 blocks
Private parking lot adjoining the building
Will be available July 1, 1967

Apply to: E. REID TOMS
FRONT & MARKET STREETS
WILMINGTON, N. C.

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Cornwell Hospital Pharmacy, Shelby. G. T. and A. H. Cornwell, owners. Ronald L. Austell, pharmacist/manager.

2. New Hanover Memorial Hospital Pharmacy, Wilmington. M. E. Underwood, pharmacist/manager.

3. Catawba Memorial Hospital Pharmacy, Hickory. P. H. White, pharmacist/manager.

Transfer of Ownership

1. Alderman's Drug Store, Rolesville. John W. Thornton, Jr., pharmacist, owner, manager.

2. Mebane Drug Company, Mebane. D. F. White, pharmacist, owner, manager.

Limited Service Permits

1. Rutherford Hospital Pharmacy, Rutherfordton. J. E. Cash, pharmacist-in-charge.

2. Highlands-Cashiers Hospital, Inc., Highlands. C. E. Mitchell, pharmacist-in-charge.

3. North Carolina Sanatorium Pharmacy, McCain. Walter N. Coley, pharmacist-in-charge.

Licensed by Reciprocity

Michael George LaRa (from Michigan), 1511 Camelot Drive, Fayetteville.

Donald Peterson Moves to Siler City

Donald V. Peterson, formerly associated with Dees Drug Store of Burgaw, has accepted a position with Chatham Rexall Drug of Siler City.

Peterson was named winner of the Distinguished Service Award by the Burgaw Jaycees in 1966; was voted Jaycee of the Year in 1965-66; received the Jaycee Sparkplug Award in 1966; and before moving to Siler City, was voted an honorary life membership in the Burgaw Jaycees.

Moves To New Location

Economy Drug Store, Hendersonville, has moved from 451 North Main Street into the firm's new building at 605 Fifth Avenue West. There has been no change in ownership, operation or management.

Economy now occupies a 6400 square foot building within three blocks of 25 physicians. All new fixtures and equipment have been installed in the store which has wall to wall carpet.

Featured by Economy are a drive-in Rx window, off street parking for 25 cars and delivery service. Robert C. Wilson is the pharmacist owner-manager.

A Record Heart Fund Collection

The $252.52 deposited in the "Heart Containers" placed in Roberts Pharmacy, Marshall, is said to be the largest amount ever collected in such containers placed by the Heart Association.

Cooperating with the Local Heart Fund Drive was Ed L. Niles, pharmacist/owner/manager, Roberts Pharmacy.

Wilson Named Cornwell Pharmacist

John D. Wilson, Boiling Springs, has accepted a position in Morganton with Cornwell Drug Store.

He succeeds Jean McSwain who has been transferred to Shelby to manage one of the Cornwell stores in that city.

Hoffman Retires

Joseph F. Hoffman has retired following sale of Hoffman Drug Company, High Point, to Al Elder.

Mr. Elder is a graduate of the University of Mississippi and worked as a pharmacist in Corinth, Miss., prior to moving to High Point.

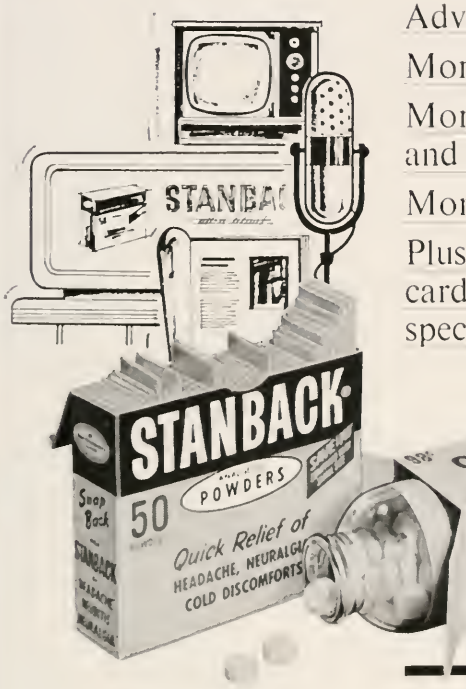
Two Stores Combined

Effective April 30, Patterson's Stratford Road Pharmacy was combined with Cloverdale Pharmacy (formerly Hutchins' Cloverdale Pharmacy), Winston-Salem.

Renovation of Cloverdale Pharmacy is underway.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.



Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

RIPTION DE
Rx

Carolina Camera

TOP: Rocky Mount is celebrating its 100th year. Shown are employees of Bissette's Drug Store who are appropriately dressed for the Centennial.

Left to right are Winston Hollingsworth, pharmacist; Mrs. Freddie Riley, Mrs. Elizabeth Collins, Mrs. Doris Davis, Mrs. Agnes Nines, Mrs. Elizabeth Warren, Clyde Alexander, pharmacist, and David Macklin.

CENTER: J. C. Woodward of High Point, retired S. E. Massengill & Company representative, is shown with Life Membership certificate presented to him by O. C. Trogdon on behalf of the Traveling Men's Auxiliary of the NCPhA.

BOTTOM: NCPhA President Charles D. Blanton, Jr. (right) presents $500 Faculty Incentive Award to Dr. George Cocolas for "the most significant contributions to the welfare of the UNC School of Pharmacy and its teaching, research and/or service programs." The award is sponsored by the North Carolina Pharmaceutical Research Foundation. Photo by Colorcraft Corporation.

Reaco

Reaco B-Complex with C. Tablets $20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 25 mg. Tablets $1.80 per 100
Pyridoxine HCl (B6) 50 mg. Tablets $2.40 per 100
Reavita Capsules $34.80 Doz. 100s $28.00 per 1000
Neo-Reavita $36.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

Purchase Building

Eddie Faulkner and his son, Gary, have purchased the building in Monrow which now houses Faulkner's Drugs. The Faulkners have been leasing the building since its construction in 1962.

Mother of the Year

Mrs. Chester F. Kendrick of Spray, mother of Pharmacist Melvin Kendrick of Mayodan, has been named "Tri-City Mother of the Year."

The contest is sponsored by The Leaksville News.

The Pharmacy Bill (S.B. 492 and H.B. 980) was passed by the General Assembly week of June 12-16. Details later.

GEER'S Holiday Gift and Sundries Show

CHARLESTON, S. C.
JULY 30-AUGUST 1, 1967

SPARTANBURG, S. C.
AUGUST 6-7-8, 1967

HOURS:

Sunday	**9 A.M. — 10 P.M.**
Monday	**1 P.M. — 10 P.M.**
Tuesday	**1 P.M. — 10 P.M.**

Don't You forget to come!

We are EXPECTING YOU there!

IT'S THE BIGGEST AND BEST EVER
ALLOW PLENTY OF TIME TO BUY

THE GEER DRUG COMPANY

CHARLESTON, GREENVILLE, SPARTANBURG, S. C.

TAR HEEL DIGEST

Greensboro—Ben Collins, Crutchfield-Browning Drug Store, has been named chairman of Greensboro Mayor's Committee on Employment of the Handicapped.

Goldsboro—Teenagers held a 2-hour protest rally in front of Kerr Drug Store to register their opposition against the closing of the store's fountain, which has been a popular after-school gathering place. A protest song "Don't close our fountain" was taped by a Kerr employee.

Chapel Hill—Bill Sloan has been elected president of the Chapel Hill Roosters for 1967-68. Membership in the organization consists of former Jaycees who have passed the Jaycee age limit of 36.

Maiden—In early May, thieves forced the front door of Cornwell Rexall Drug Store and made off with three bottles of Demerol. Others nearby (Sullivan's Pharmacy, Hickory, and Conover Drug Company, have been raided by the night visitors.

Gastonia—Roy E. Craft, owner/manager of Smith Drug Store, has been elected president of the Gastonia Evening Lions Club.

Raeford—Formal opening of the Hoke Drug Company, which is in a new location next door to the former store, was observed in early May. Selling space has been increased by one-third. Walter Coley is the owner/manager.

Elkin—Henry Dillon has been reelected to the 5-man Elkin board of town commissioners.

Mount Olive—A newly elected member of the Mount Olive Board of Aldermen is Wilson K. Lewis, owner/manager of the Lewis Drug Company.

Wendell—Saunders Pharmacy has purchased a brick building formerly occupied by a drug store operated by the late W. R. Nowell and will move into its new quarters after present tenants find other housing.

Gibsonville—David Hix, Gibsonville Drug Company, has been installed as president of the Gibsonville Jaycees.

Shelby—C. Rush Hamrick, Jr. (Kendall Drug Company) is the new president of the Federal Wholesale Druggists Association.

Selma—Joe A. Creech has been appointed a member of the Selma Housing Authority. When Mr. Creech was mayor of Selma, the town became the first town in Johnston County to establish a federal sponsored low-rent housing authority.

Cherryville—William F. (Bill) Allen has been appointed to the Board of Directors of the Cherryville National Bank. A Graduate of the UNC School of Pharmacy, Mr. Allen is associated with the Medical Center Pharmacy of Cherryville.

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

SK&F ANNOUNCES

VONTROL®

brand of DIPHENIDOL

A NEW ANTIVERTIGO–ANTIEMETIC AGENT

Studies in vertigo show 79% good to excellent relief

Studies in nausea and vomiting show effectiveness equal to that of Compazine® (brand of prochlorperazine) . . . with few limiting side effects

Available	Strength	Size	List Price, Each
Tablets diphenidol as the hydrochloride	25 mg.	100's	$7.00
Suppositories* diphenidol as the base	25 mg.	6's	1.50
	50 mg.	6's	1.90
Suspension diphenidol as the pamoate	20 mg./5 ml.	4 fl. oz.	1.80
Injection diphenidol as the hydrochloride			
Ampuls, 2 ml.	20 mg./ml.	6's	4.50
		100's	71.00 (save $4.00—5%)
Multiple-dose Vials, 10 ml.	20 mg./ml.	1's	3.40
		20's	65.00 (save $3.00—5%)

* Note *Keep in a cool place, preferably in a refrigerator. Advise patrons to refrigerate before using.*

prices subject to change without notice

'Vontrol' is not related to the antihistamines, phenothiazines or other agents with antivertigo or antiemetic effect. For complete prescribing information, see package circular. The following is a brief precautionary statement.

Contraindications: Known hypersensitivity to the drug is a contraindication. Anuria is a contraindication. (Since approximately 90% of the drug is excreted in the urine, renal shutdown could cause systemic accumulation.)

Warnings: Although mild to moderate drowsiness occurs infrequently (reported in 4% of adults), its possibility should be borne in mind when prescribing for patients who drive cars or operate machinery.

Use of any drug in pregnancy, lactation or in women of childbearing age requires that the potential benefits of the drug be weighed against its possible hazards to the mother and child. 'Vontrol' is not indicated for use in nausea and vomiting of pregnancy, since the therapeutic value and safety in this indication have not yet been determined.

Precautions: The antiemetic action of 'Vontrol' may mask signs of overdose of drugs (e.g., digitalis) or may obscure diagnosis of conditions such as intestinal obstruction and brain tumor.

Although there have been no reports of blood dyscrasias or other idiosyncratic reactions with 'Vontrol', as with any new drug, patients should be observed regularly.

'Vontrol' has a weak parasympatholytic effect. Although there is little evidence that it will produce significant atropine-like effects, 'Vontrol' should be used with care in patients with glaucoma, obstructive lesions of the gastrointestinal and genitourinary tracts, such as stenosing peptic ulcer, prostatic hypertrophy, pyloric and duodenal obstruction, and organic cardiospasm.

Intravenous administration to persons with a history of sinus tachycardia may be undesirable because this procedure may initiate an attack in such patients.

Several patients were reported to have had a transient decrease in systolic and diastolic blood pressure, up to 20 mm. Hg., following parenteral use of 'Vontrol'.

NOTE: The drug is not recommended for use in infants under six months or 25 pounds. Intravenous or subcutaneous administration is not recommended in children of any age.

Adverse Reactions: Drowsiness, dry mouth, g.i. irritation (nausea and indigestion), or blurred vision may occur. Rarely, slight dizziness, skin rash, malaise, headache, or heartburn may occur. One mild case of jaundice of questionable relationship to the use of 'Vontrol' has been reported. Slight, transient lowering of blood pressure has been reported in a few patients.

Smith Kline & French Laboratories, Philadelphia

What's in the alligator bag?

Heritage.

. . . a heritage started by the man who founded the Upjohn Company 86 years ago. He carried an alligator bag; that's why our salesmen carry one.

It stands for quality. Upjohn standards of purity and efficacy in its products are high. We insist on similarly high standards of quality and integrity in the men who represent us. Our company is judged by how well we meet or surpass these marks of excellence.

Next time an Upjohn man calls, notice his alligator bag. It stands for something important: products and selling policies that help preserve your professional and commercial integrity as well as protect your customers' well-being.

Upjohn

© 1966, The Upjohn Company— Kalamazoo, Michigan J66-6330

CONVENTION POT POURRI

Impressions of a delegate presented in rambling sing-song

James W. Harrison, Asheville

"Hello, Phebe. Did someone leave an 'o' out of your name?" "No," said Phebe quite firmly. "I spell it P-H-E-B-E." And so she does. (It is my soul that calls upon my name.—Shakespeare.) . . . Dean Hager, Sandy Griffin and Russell Chambers comparing their pipes with the studied deliberation of all pipe smokers. Only occasionally would Sandy put fire to an empty bowl. . . . The devout pride and transported devotion in the expression and the military posture of the delegate who each time he entered the lobby, came to rigid attention and saluted the portrait of Robert E. Lee. . . . Edith Myers, the same sweet smile and gentle heart, her face as calm as a prayer. . . . Cade Brooks and his affably rendered report, dripping with dignity.

The empty arcolae of sound as the microphone went begging in parts of the Winstons repertoire, and the little Miss edging away from it with all the desperation of a penitent at her rosary. . . . Just when I became accustomed to following an accent fast becoming national, enter Willard Simmons and Drew Haskins, one uttering timbre-tinkling sounds of the great Southwest, the other dripping the treacle of the lower Mississippi. . . . Mickey Watts and Carolyn Hayes reminiscing over a dish of tea like the Baron of Graustark and the

(Continued on page 19)

Photo by Colorcraft Corporation

INDUCTED INTO 50 PLUS CLUB—Left to right: Raymond E. Barrett, Burlington; Rowe B. Campbell, Taylorsville; John T. Stevenson, Elizabeth City; Snowdie M. Edwards, Ayden; David Astor Dowdy, High Point; Carl T. Durham, Chapel Hill; and Morton C. Miles, Henderson.

Not present for picture: Charles S. Mabry, Hamlet, and R. F. Holland, Sea Level.

At the installation ceremony, President Blanton announced the Northwestern Drug Company, Inc. of Taylorsville had established a $1,000 loan fund in honor of Rowe B. Campbell, Sr. The loan fund will be administered by the Consolidated Pharmacy Fund of the NCPhA, with preference being given to recommended pharmacy students from Alexander County.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

CONVENTION POT POURRI

Duchess of Candlerania. . . . The 50-Plus gentry, our esteem for them caressed them and made them purr. . . . John Stevenson, grave as a priest at an altar.

Alice, Anne, Joanne, Marjorie, Pamela, Sandra. Menuetto come to life, then a Rondo. Grace and rhythm on the polished board in Terpsichorean abandon. (The Graces danced, and Apollo played.—Lovelace.) . . . John Finlator and his four points. Guidelines for steady progress through the labyrinthine mazes of professional conduct synergistic with statism and regimentation. Requisitions, forms to fill: like the highwayman's cry of "Halt and deliver." The only difference, the highwayman had a derringer and regimentation has the Supreme Court. And we have a chance to do our own policing and regulating at the State level, if we measure up. The only Federal official we ever heard say he wanted a small compact bureau. Alas, we have too many now who wear tight britches.

Shades of Joe Miller. Jay's jokes apropos the mauve decade but quite redeemed by being clothed in tomorrow's modernity. Then too, he had a more serious Rogersesque helping for us. . . . There went Charlie White up, up, up and up finally landing above the ionosphere of high C, lingering an eon in time and gradually descending, landing finally under the baton of director Dillard in a softness Handel created when he composed it. (More safe I sing with mortal voice, unchanged to hoarse or mute. —Milton). And I always dreaded to hear a Giannini Canticle, because of the way it tears me to bits.

Phil Link, snapping a cookie as if breaking a sacramental wafer, then lapsing into a short discourse on the creation of a novelette. Many of us believe that thinking is done solely by the brain, but it is almost always done by the heart and often by sheer guts, sometimes led by the mind, certainly rationalized by it. He breaks off and turns to Peggy, telling her to go paint a picture much in the same tone he would tell a customer to eat more spinach. . . . Banks Kerr, a raffish knight let loose in some terrestial Arcady. . . . Rite of the Roses, *spatiem pro morte facite*. . . . Time and Place Committee, time held its breath until decision was announced. . . . W. J., a vessel into which we pour our troubles.

Charlie Andrews, like some benevolent Caesar in a red-seamed toga, methodically registering the delegates as he has done for, lo, these many years. Wonder how green is the grass on the other side of the fence? . . . Sandy Griffin, applying a pilliwinks to his conscience as he mulled over an opinion on a Resolution. . . . A delegate being complimented and blushing with pleasure without forced draft. . . . Dancers in the halflight, undulating pieces of physical expression, swirling to the beat of the music with all the precision of a metronome. . . . Little Allen, joyous as a bird akeen to the

(Continued on page 21)

Awards—Citations

Bowl of Hygeia to Whitaker Moose of Mount Pleasant for outstanding community service. Presented by Al Jenkins of the A. H. Robins Company.

Prentiss L. George, Jr. of Winston-Salem was inducted into the North Carolina Academy of Pharmacy.

Dr. George Cocolas, Chapel Hill, was given the North Carolina Pharmaceutical Research Foundation "Faculty Incentive Award" for "the most significant contributions to the welfare of the UNC School of Pharmacy and its teaching, research and/or service programs." The award was presented by Robert B. Hall, President of NCPRF.

The Don Blanton Award (advancement of Pharmacy in North Carolina during the past year) went to John T. Henley of Hope Mills. Presentation by Mrs. Charles D. Blanton, Jr. of Kings Mountain.

Jack Watts, Lilly MSR, Burlington, was named "TMA Man of the Year" as a result of a mail ballot vote by the NCPhA membership. An inscribed plaque was presented to Mr. Watts by President Blanton.

Reuben Russell presented the McKesson & Robbins Plaque (mounted gavel) to incoming president S. D. Griffin, Jr. of Burlington, and a minature gavel pin went to Mrs. Griffin.

Ten pharmacists were inducted into the 50 Plus Club of the NCPhA (licensed pharmacists—mainly 1917—for 50 plus years.

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

CONVENTION POT POURRI

vibrancies of vesper songs, there are none but heavenly flights.

Monday's luncheons in settings that would have sufficed for Knights of the Roundtable reunions. . . . The pearly white teeth of the elemental Eve as she first bit into an apple without first offering a bite to the Adam by her side. But the setting was not primeval and there accoutrements were sartorially correct. . . . The Babel of the tenth floor. In one room a hazy mist like some visible gas and little people striking matches all over the place. (Come hither, lady fair, and joined be to our wild minstrelsy!—Keats.) . . . Bud Helms, who made like a Toots Shor major domo, more fitting than perhaps, because he disdained that super urban obsequious snobbishness. . . . The diminutive dancer rubbing the brow of her hulking companion with the solicitude of a Nightingale. Even a young tigress may be tame toward a wounded bear.

Bill Randall, eyeing his newly purchased bird house with all the gluttony of a small boy clutching a toy fire engine. (The redbreast whistles from a garden-croft; and gathering swallows twitter in the skies.—Keats.) . . . The slumbrous beauty of Vivia Creech. (O! how much more doth beauty beauteous seem By that sweet ornament which truth doth give!—Shakespeare.) . . . Bob Hall, surety of speech, filtering his words into a clarity striven for by many, achieved by few. In contrast poor ole Jim groping for the next sentence and hurrying it to catch up to its mates like a straggler racing against a trade wind.

Drew Haskins and his tenet that buying and selling is the biggest game of life only if you add service to the measurement of the sale. And there is such a thing as allowing the other fellow his strip of the velvet but disallow him the right to be greedy. One can also be a gentleman as he sells and serves. . . . Jimmy Creech waxing poetic as he gave the Rite of the Roses, and Hoy Moose, handling the roses like a jeweler caressing precious stones. . . . Jacque Womble, reporting as a delegate from Las Vegas, making it clear she didn't win at faro, and lost only a quarter.

The dearth of news coverage by the daily press brought to mind the Asheville newspapers from whence many of the local staff had migrated. One wag was toying with the idea of starting a rumor we were peddling peyote and LSD from the lobby in order to let Forsythians know we were in town. Shades of Peter Zenger who would have writhed in his grave; to him news was a god, only a little name for Truth. We did not expect our program to be rhapsodized by a Wolfe or a Proust but we did want people to know where we were and what we are trying to do. Perhaps UPI and AP

(Continued on page 23)

Legislative Report

Committee Chairman Robert B. Hall of Mocksville presented the report which recommended the Association proceed immediately with revision of G. S. 90-65 (March issue of THE CAROLINA JOURNAL OF PHARMACY).

David A. Dowdy, Jr. and his father of High Point objected to approval of the report which, upon adoption, would constitute a directive to the Association's Legislative Committee to arrange for introduction of the necessary bills in The General Assembly.

A motion to submit the recommendation (introduce bills to revise G. S. 90-65) to the membership by mail ballot was not approved.

A motion to adopt the Legislative Committee Report was approved.

(Senator Henley and Rep. Tate introduced the two bills the week following adjournment of the convention).

Dues Study

The NCPhA Dues Study Committee (James L. Creech, Chairman) recommended that an assistant to Secretary Smith be employed, who would serve primarily as a field representative for the NCPhA and that the Association's dues schedule be increased to $50 for owners/managers and $20 for employees to take care of the added employee expense.

The committee's recommendation was adopted, subject to approval (75% of those voting) of the NCPhA membership by mail ballot.

NEWS
from the local-sectional pharmaceutical societies

Wake County

New officers of the Wake County Pharmaceutical Association are:

Evelyn Williford, president; Bill Brannan, vice-president; Oscar Elmore, treasurer; and Frank Yarborough, secretary.

President Williford is an employee of Hayes-Barton Pharmacy, now owned and operated by William H. (Bill) Wilson.

Greensboro

The 44th meeting of The Greensboro Society of Pharmacists was held in Greensboro on May 18.

Members were cautioned to watch the sale of "Tips" which teenagers are mixing with soft drinks for use as a stimulant, and to limit sale of fluoride-containing preparations since the Greensboro water supply has been fluoridated.

SB 352 and HB 980 were endorsed by the Society. Appropriate letters of endorsement are being sent to members of the Assembly from Guilford County.

Guest speaker was Dr. Chester Cavallito, former director of research for Neisler Laboratories, now a member of the faculty, School of Pharmacy, UNC, who discussed "Drugs and Potential Interactions with Food Components and Other Orally Administered Drugs."

More than forty pharmacists, including guests from High Point and Burlington, were present for the meeting.

Wayne County

In Goldsboro on May 23, at a combined meeting of the Wayne County, Wilson, Johnston and Lenoir County Pharmaceutical Societies, members of the four organizations heard H. C. McAllister of Chapel Hill discuss "Where Are We and Where Are We Going?".

Durham-Orange

David McGowan, Lilly MSR, presented a film program at the May 15 meeting of The Durham-Orange Pharmaceutical Association, held in Durham.

The organization endorsed SB 452 and HB 980 and instructed Secretary Lloyd to communicate this endorsement to the 2-county representatives and senator now serving in The General Assembly.

Surry County

Officers of the Surry County Pharmaceutical Association are Robert Smith, president; Robert Wolfe, vice president; and Winfred A. King, secretary-treasurer.

A recent guest speaker was Dean George P. Hager of the UNC School of Pharmacy.

SERVICE • SECURITY • SAVINGS

Gilman Pharmacy Inc.
2878 Broadway
New York City
January 18, 1966

American Druggist Ins. Co.
Cincinnati, Ohio
Loss #SMP 15
Amt. $261.45

Gentlemen:

We received your check to cover our plate glass loss and we wish to thank you for the very prompt way in which you took care of this matter.

Your courteous handling of this matter is indicative of how well American Druggist Ins. Co. takes care of their clients.

Again, our thanks.

Respectfully,
GILMAN PHARMACY INC.
S. Golden

OUR FILES ARE FULL . . .
of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

ADI AMERICAN DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

CONVENTION POT POURRI

(Continued from page 21)

did better, they couldn't have done worse. . . . C. H. Smith, like an usher bringing in the sheaves. . . . Rob Roy, missing a Convention, the first since time unremembered, but he sent messages of felicitation. We missed him too.

The delegate who brought a phalanx of support and couples to do his bidding; he marshalled them in battle array, but the engagement developed into no more than a skirmish. Why are we forever on the defensive like a man in the kitchen with a gun in his lap talking with his wife while an ambush awaits him in the living room? When we hope for something, why don't we work for it too? A block of ice sits around all day till it melts; a fire will warm and generate energy. It's poor philosophy that condones the condition of: as long as we have ourselves we do not need enemies.

Charles Blanton, when he stood up his shadow climbed the wall. He handled the business like a career president that bespoke a year of votive labor in our behalf. Well, an acorn doesn't fall too far from the oak. (*Stat magni nominis umbra.*—Lucan.) . . . Mickey, the skin of his soul going hypersensitive but his admirable self bade it into amenable agreement. . . . The somewhat unwilling legatee, lacking a full portfolio. He knew the dice were loaded, but it was the only game in town. . . . Fred Eckel, as ebullient as boiling water at a fish-fry, no damp fireworks there. Steaming his ideas into battle array, then exploding them like popping corn into the bivouac of our receptive senses. He disdained a script and only once did he half surreptitiously glance at a note.

H. W. Adkins, no mere words, they walked up and down on us with a tread as staccato as machine gun bursts, delivered with epigrammatic impact and lucid clarity. A mind like a comptometer and its issue, a computer. "Cheese in a trap is always free." He gave us a bulldozer—let's dig. . . . Red Worley and Doug Mayes, marching and counter marching like Rosecrans and Bragg at Chickamauga. But they got the show on the road. No need to fish for compli-

(Continued on page 29)

Photo by Colorcraft Corporation

UNC SCHOOL OF PHARMACY, CLASS OF 1942 AND 1957—The Classes held a reunion in Winston-Salem on May 7. How many can you identify starting with Tom Holland of Mount Holly on the extreme left and ending with Don Miller of Morganton and M. E. McCorkle of Burlington on the extreme right. Clue: Milner Watson of Leaksville is in the center.

Stock now for the battle against summer itch

CALADRYL®

When insect bites, light sunburn, hives, prickly heat, and mild poison ivy and oak begin their warm-weather offensive, you can count on CALADRYL to keep your customers in action. This soothing antipruritic, antihistaminic preparation gives prompt relief in minor skin irritations. Why not ask your Parke-Davis representative about attractive offers and exciting new display material for this popular summertime product. Supplied: CALADRYL Lotion—6-oz. glass and 80-cc. plastic squeeze bottles. CALADRYL Cream—1½-oz. tubes.

Parke, Davis & Company, Detroit, Michigan 48232

PARKE-DAVIS

GET AN EYEFUL OF THESE PROFITS!

SPECIAL SUMMERTIME DEAL MAY 1 THROUGH JULY 31

COLLYRIUM WITH EPHEDRINE, SOOTHING EYE DROPS

(Plastic squeeze bottles of 4 fl. drams)

YOU BUY	YOU GET FREE	YOUR PRICE*	CUSTOMERS PAY	YOUR PROFIT
11	1	$ 5.72	$ 10.68	$ 4.96
21	3	10.92	21.36	10.44
60	12	31.20	64.08	32.88
116	28	60.32	128.16	67.84

SAME GREAT FREE GOODS DEAL AND BIG PROFIT MARGIN ON COLLYRIUM SOOTHING EYE LOTION

(Bottles of 6 fl. oz. with eyecup)

YOU BUY	YOU GET FREE	YOUR PRICE*	CUSTOMERS PAY	YOUR PROFIT
11	1	$ 6.27	$ 11.76	$ 5.49
21	3	11.97	23.52	11.55
60	12	34.20	70.56	36.36
116	28	66.12	141.12	75.00

*Based on minimum direct order. Sorry, no assortments.

When policy decisions are made at Roche...
21 pharmacists are there.

They want to be. They work here.

You see, they are a strong right arm of the Roche management team. They advise and implement. They help to initiate basic policy. They function in every major department at Roche — Marketing Research, Advertising, Professional Services, the Law Department, Sales, Product Planning, Distribution and Institutional Services, Sales Manpower Development.

Why knowledgeable pharmacists in key decision spots?

When such a large share of our business is concerned with pharmacists, it's really good business to know what concerns them.

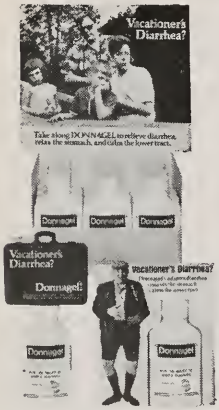
And who knows better than another pharmacist?

So in a very real sense, our pharmacists represent you at the policy-making table. As such, they keep in touch with your thinking. By listening, by traveling, by attending city, county and state pharmaceutical meetings and conventions . . . in other words, by being with you. This is why, at Roche, a good deal of company policy stems directly from your suggestions.

We listen.

Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110

ROCHE



Your A. H. Robins representative will soon bring you this family of sales aids.

Nothing spoils a vacation like traveler's diarrhea.

So be sure to remind your vacation-bound customers to take along Donnagel for diarrhea *and* its discomforts. (Donnagel contains kaolin and pectin for diarrhea and belladonna alkaloids for the accompanying discomforts.) Check your Donnagel stock now for the vacation diarrhea season ahead.

Donnagel® (for vacationer's diarrhea)

A. H. Robins Company, Richmond, Virginia 23220 A·H·ROBINS

CONVENTION POT POURRI

ments, Red; look at the applause meter you had behind the curtain. Besides, you'll have more than custody of the paper clips in your vice-presidency. . . . Wilma Stevenson, inquiring about a latecomer essayed the information she brought along plenty of earrings. An imagination in full play visualized ladies-in-waiting and a retinue of lackeys bearing jewel boxes and fine pendants while the King stood in the offing tendering the ark of revenue to the chancellor of the exchequer.

Debonair Harold Day, golf-togged Dave Claytor, Rover boy Frank Dayvault, the leavening Clarence Page, planning a foursome while a harassed McAllister forewent the pleasure of caddying. . . . The gymnastics of Carol and the delegate eyeing her like an orthopedist in clinical study. . . . Don Chapman, deliberately stilling a horseback opinion until he held a board of directors meeting in his mind. . . . The dark eyed young beauty in the elevator who said she was hurrying home to her baby. She was little more than a babe herself. (Bliss was it in that light to be alive, but to be young was very heaven!—Wordsworth.) . . . Roger McDuffie, perennially young in spirit still. A brook loses its song if you remove the rocks. . . . Floyd Goodrich, still taking people on faith. If you told him the time, he wouldn't go about checking all the clocks in town just to see how right you are.

Hugh Sconyers, not wanting the whole world for his own, only a corner where flowers grow and dogs gambol playfully with the kids next door, where Mr. Suburb hurries home to be on time at PTA meeting. . . . Rose Forrest, Hero to Leander, she earned her PHT and is earning it still. Last year she cut short her stay to help Bill further, but this year she had to stay because a pres must be installed. Besides she grasped the torch from Vivia, and when Bill reaches for a pair of sox and draws out nothing, or looks in the oven for a roast to find it not, he'll know she is about her *mater's* business. Just be her Atlas, Bill, and proud of her. . . . Come to think of it, did you ever see a frisky filly frolicking in a lush pasture after a long hard race? There was Vivia at vesper time, buoyant, almost gliding as she moved in sparkling pirouette the length of the lobby in sweet release from duty pent. But five will get you ten she will respond this year to any call. When people like our ladies give, they use both hands and hearts.

Unbottoned laughter at the antics of the balloonis. Strong lungs, his; he needed no air pump other than his own alveoli. No emphysema there. . . . la petite dame, wringing an unexpected music from her quaint accent, clear, fresh, gentle lyricism. . . . George Hager, making words dance and sing as he gave reports on subjects usually alien to romanticism. The voice of a man delivering a message but the look of a crusader on his face. . . . Lloyd Whaley and his account of a fishing trip with a friend and a Baptist preacher. When the boat rocked and capsize was imminent, the preacher said, "Don't upset the boat, boys; I don't think there's enough water in this creek to baptize you fellows." . . . Robins Award winner Whitaker Moose, so many activities the wonder is when he had time to eat and sleep. But fellows like Whit cram thirty-six hours in every day.

Don Baker, barely making it in a tie with the tap of the gavel. The Mickey

(Continued on page 31)

Public Health & Welfare

Committee member W. Latham West, substituting for Chairman John T. Henley, reported the Welfare budget of $4.2 million for drug program for current year had been exceeded since the monthly cost has been running at more than $500,000.

The $1 deductible instituted in February resulted in a temporary reduction in total billings.

Mr. West reported the Advisory Committee (7 pharmacists and 7 physicians) recommended (3-16-67) the Welfare drug program be maintained on same basis as original program, to drop the $1 deductible, and to provide adequate funds for carrying on the program without further restrictions.

(Vendor payments for drugs for first 11 months of fiscal year were $6,485,000).

The Recipients of the

MEAD JOHNSON LABORATORIES GRANTS FOR UNDERGRADUATE RESEARCH IN PHARMACY

The American Association of Colleges of Pharmacy has selected the recipients of Mead Johnson Laboratories Grants for Undergraduate Research in Pharmacy for the 1967-68 Academic Year.

Dr. Joseph E. Sinsheimer
Associate Professor
Pharmaceutical Chemistry
College of Pharmacy
University of Michigan

Dr. James Swarbrick
Associate Professor
School of Pharmacy
University of Connecticut

Dr. James T. Stewart
Assistant Professor of
Pharmaceutical Chemistry
School of Pharmacy
University of Georgia

Dr. Joseph Schradie
College of Pharmacy
University of Toledo

Dr. Gerald Sullivan
Assistant Professor of Pharmacognosy
College of Pharmacy
University of Texas

Dr. Paul Zanowiak
Assistant Professor of Pharmaceutics
School of Pharmacy
West Virginia University
Medical Center

Dr. William B. Harrell
Associate Professor
Pharmaceutical Chemistry
School of Pharmacy
Texas Southern University

Dr. Arthur J. Zimmer
St. Louis College of Pharmacy

Dr. Morton L. Mallin
Associate Professor of Microbiology
College of Pharmacy
Ohio Northern University

Dr. Leslie Z. Benet
Assistant Professor of Pharmacy
College of Pharmacy
Washington State University

It is a privilege for the people of Mead Johnson Laboratories to again sponsor this program designed to stimulate student interest in pharmaceutical research.

The role of Mead Johnson Laboratories in regard to these awards is limited to providing award funds and consultation to the American Association of Colleges of Pharmacy. The method of choosing recipients is determined by the American Association of Colleges of Pharmacy.

Mead Johnson LABORATORIES *Research for Life*

CONVENTION POT POURRI

Mouse of Airlines etched 'steem million emotions in his mind and a free-for-all in his sleepy eyes and, he said, left him a wreck. We would have never known it, for the show went on, and his role was a key part. . . . Did you ever see Jimmy Darlington without his winsome smile? Neither did I. Of course, he is emeritus now, but we owe him a lot, his parent company too, for a repeat of excellent entertainment of a year gone by. . . . Russell Chambers, to say good-bye to such a friend is to die a little. He taught us much and he too learned from us. Mutual respect is something fine, like a spotless escutcheon. We claimed him as ours, and still he is, as he goes on to greater challenges. He learned a difficult and arduous chore straight from scratch and became adept in executing it to the satisfaction of all. Another five will get you ten he makes a workable success of his newest endeavor.

Jimmy Way, our every wish a command to him, and ditto his lovely wife, they were naturals in their assignments. No whoops and hollers for them, they had been in that part of the forest before. . . . Drinking the percolator dry from 8:30 to 9 and catching up on the latest: "John" had a call for leeches last week; "Henry" was in a car wreck and "Sam" gave a liter of blood; "Joe" is already past a hundred thousand scrips in his new place; on and on. Meanwhile back at the ranch, "Mary" is letting the girls in on the choice tid-bit of "Penelope" eloping with the tenor after prayer meeting last Wednesday and "Penelope's" mother was furious at first, then prostrate—she wanted her to marry pharmacist "Bill" down the street so she could get her coumadin wholesale; "Susie" is knitting baby clothes again, and "George" had to go back to store after midnight twice last week and he was grumpy for two whole days; "Al" is worried over slow-pay customers; "Fanny" is not pretty enough to sell cosmetics and I don't know why "Ed" keeps her there; and so, too, on and on. But it's all in comradeship, with no malice, with only an occasional smirk of "I told you so" and a darn sight better than "Is it hot enough for you?"

(Continued on page 33)

NCPhA OFFICERS—Left to right: W. J. Smith, Chapel Hill, Secretary-Treasurer; Charles D. Blanton, Jr., Kings Mountain, immediate past president; S. D. Griffin, Jr., Burlington, president; James L. Creech, Smithfield, first vice president; and B. Cade Brooks, Fayetteville, third vice president. Second vice president Earl H. Tate of Lenoir, a member of the N. C. General Assembly, was in Raleigh at the time the picture was made.
Photo by Colorcraft Corporation

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

COMPLETE DRUG STORE PLANNING

DIXIE CRAFT
METAL DRUG STORE FIXTURES

STANLEY KNIGHT
FOUNTAINS AND FOOD SERVICE EQUIPMENT

DESIGNING, PLANNING AND DECOR SERVICE

OUR 22ND YEAR

BERRYHILL FOUNTAIN SALES CO.

DISTRIBUTORS

P. O. BOX 3251-PHONE 332-8945
CHARLOTTE, N. C.

WRITE FOR BROCHURE

CONVENTION POT POURRI

Ed Royall, good sport, unbending, but without the fatuousness of the staid banker at a burlesque show. I don't buy that "don't give up your job, Ed" stuff. I'll bet he did better than they did first time. From my seat in the fourth row, it looked like he went in cold without a warmup and struck out the side. . . . Ida Reetsock and Joyce, proving the distaff side can hold its own in their chosen careers. Not prison pent within four walls anymore. Reminds of the slugger who four days running went four for four, two for three, three for five, and three for four, each day going home and gloating to friend wife. Then one day in a doubleheader he went nothing for nine, completely horse collared. He went home and friend wifey met him at the door, not noticing his glum and sour expression, asked him, "Honey, how did it go today?" He snarled, "Listen, you; you 'tend to the cooking and I'll do the hitting in this family." Moral: Are you as good as you think you are? Or, Don't sell the other fellow short.

Presenting the Don Blanton Award in panegyrical paean to John Henley, Lyb Blanton also paid devout homage to Daddy god. At that, "Daddy" and John are much of a sameness. . . . The tiller is under capable hands and the boat is plying an even course and Pharmacy seems to be looking toward such lodestars as the aforementioned and such lights as these Award winners like Jack Watts, Prentice George, Sandy Griffin, George Cocolas and others of their ilk. . . . The contributors to the Pharmacy Originals, their creations come under the heading of a labor of love. Each intricate thrust of needle, each stroke of the brush, each manipulative skill, each measure of flour and spice for the oven, all delicately woven into a mosaic of love and duty, all for the worthy cause of renovating the Institute building. They turned the pages in their books of life and read them as they moved along.

Tommy Reamer, pharmacist of the year, now he joins the elite circle starting almost twenty years ago with E. W. O'Hanlon and up to last year's Alfred Martin. And we are blest with more than fifteen hundred other potentials. . . . Dr. Shirley's Welcome left no doubt of the pleasure of the populace in our company. He is to be congratulated for his part in achieving Uni-

(Continued on page 35)

Resolutions Adopted

(1) The NCPhA establish a special committee to develop guidelines for an economically feasible prepaid prescription program for the citizens of North Carolina.

(2) The NCPhA urge its Public Health and Welfare Committee to keep these three essential prerequisites (Free choice of pharmacy by beneficiary, a professional fee adequate to compensate the pharmacist for his professional services and representation on the policy-making body) in mind as it becomes involved in implementing Title XIX in North Carolina.

(3) The NCPhA commends Russell R. Chambers, Director of the Division of Medical Services of the N. C. Department of Public Welfare, for his outstanding effort in developing a model Welfare drug program. (Mr. Chambers is resigning July 1 to accept a position in Georgia).

(4) The NCPhA endorse H. R. 7386 (makes it elective on the part of the veteran as to where he obtains his VA prescription service) and urge its Congressional Delegation in Washington to support the bill.

(5) The NCPhA go on record as favoring the elimination of the word "Registered" when it appears with the word "Pharmacist."

(6) The NCPhA notify members in advance of the time and place of committee meetings.

(7) The NCPhA request the N. C. Board of Pharmacy to publish and distribute to each pharmacist a set of guidelines enumerating categories of violations subject to the suspension penalty, with the duration of the penalty stated, and further, that the Board of Pharmacy cite such hypothetical cases as many served as examples, provided that the publication of these guidelines be feasible within the prerogatives and mechanics of the Board, or does not influence the prejudging of any case.

(8) Appreciation to Winston-Salem hosts and hostesses for an outstanding convention.

Helps fat customers end up thin

Get the point?

Sucaryl®
BRAND
Abbott's brand of low and non-caloric sweeteners

704390

CONVENTION POT POURRI

versity status for Wake Forest College. . . . The three presidents' reports, a model of history of achievement and progress and admonitions in planning for the future. They sang in logistical prosody. . . . Dorsey Welch tickled our pride in our Association by his running account of some of its historic highlights delivered in style as peppery as a Mexican supper and as intimate as master and valet, bristling only once when he told how we renounced the offer of the missionary barrel when we already had a house and lot of our own. . . . Wonder if the hail storm did any damage to the tobacco crop or whatever it is they grow on those hundred acre farms within the city limits.

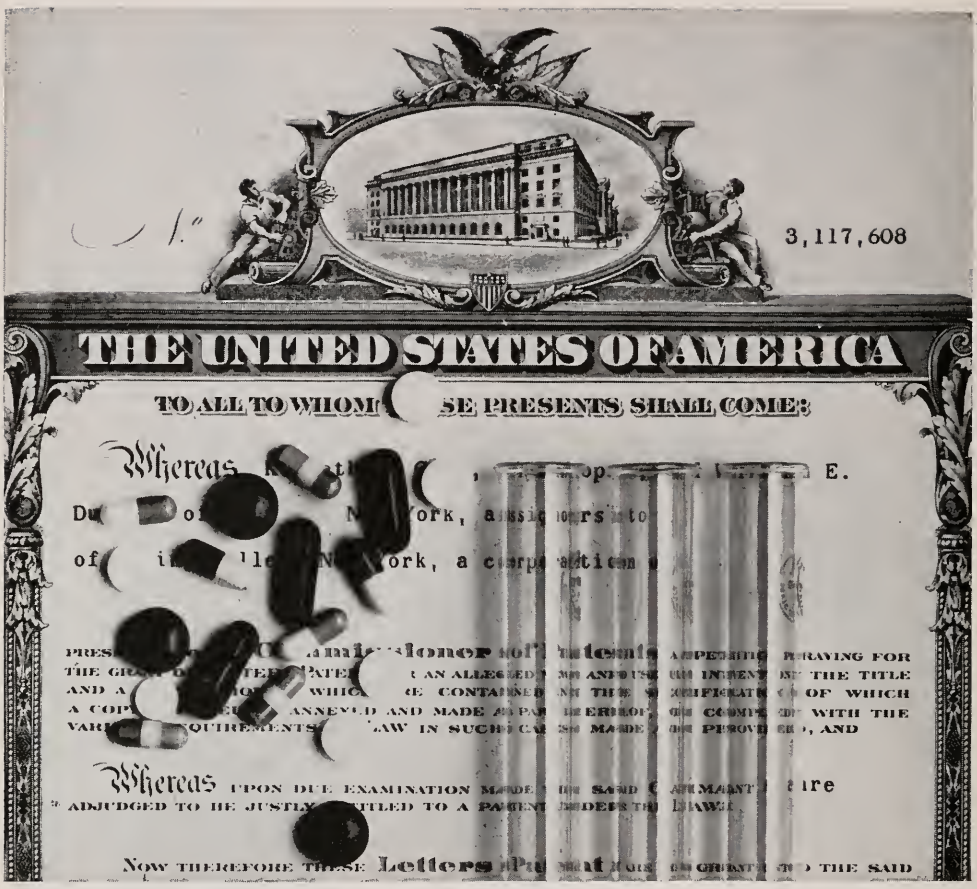
Lunch with Willie Wolfe and his two proteges. The two of us, letting life come to us, the two of them, lunging at life and taking it by frontal assault. . . . John Mills, Father John, and Linda, last of his students sent fresh from one school to another to chart a career. . . . Jesse Pike, nice white gloves and a chaplain face. . . . Tom Burgiss, the same old zest in a tested dynamo. . . . George McLarty, no cynicism there. . . . Ed Fuller, broad shoulders but still no room for any chip. . . . Bill Houser, Jasper Jackson, Bill Gurley, Latham West, Hoy Moose, Wade Gilliam, A. G. Cox, Roy Collette, Ralph Rogers (fils), Claude Paoloni—crusaders all, unsheathing the sabre, shepherds taking up the staff.

(Continued on page 37)

OFFICERS OF THE WOMAN'S AUXILIARY, NCPhA, 1967-1968 Left to right: Mrs. George P. Hager, Chapel Hill, second vice-president; Mrs. Don Chapman, Winston-Salem, first vice-president; Mrs. W. G. Forrest, Gastonia, president; Mrs. William P. Wells, Durham, secretary; Mrs. Larry Kennedy, Broadway, treasurer; Mrs. Robert Brunson, Salisbury, parliamentarian; Mrs. Jack Watts, Burlington, historian.

Mrs. James L. Creech, Smithfield, and Mrs. Charles Blanton, Kings Mountain, will continue to serve as advisors.

Photo by Colorcraft Corporation



Patents, Progress, Pharmacy—a Triad

Pharmacy has flourished, thanks in large part to America's patent system. Under this system, everyone benefits—the physician who prescribes, the pharmacist who dispenses, the patient who receives the medication.

Without the protection afforded by the system, all concerned would be deprived of that most vital link in the chain of scientific progress—incentive. Without incentive, new drugs would not be searched for... and found.

Today's drug discovery is not an isolated phenomenon. It grew out of yesterday's discovery and leads to tomorrow's. The sulfonamides, antibiotics, steroids, vitamins and vaccines you dispense today are each stages of a development process which, so far, is unbroken.

To protect all, the patent system itself needs your protection. You can serve pharmacy and progress, the prescribing physician, your customer, yourself by offering such protection. Choose products protected by patents and made in the U.S.A.; reject those which are in violation of American patents.

LEDERLE LABORATORIES • A Division of American Cyanamid Company, Pearl River, New York

Lederle

675-6

CONVENTION POT POURRI

Ann and Virginia, may life never be said nay to them, never coming to the window to distress them. . . . Paul Owenby, cruising through a crowded line to get take-homes like a wingback in slow motion. . . . Nancy, a smile through amber flavescence, sunlight making an aureole as it decried an answer. . . . The double-couple, contriving domestic tableaux as each of the four wanted to appear at four different but simultaneous events. . . . The same steadfast Luke, and Sarah, the very silk of her was warming and the touch of their hands in friendship was communion. . . . Les Myers and Gilbert Hartis, parading the lobby in welcome, even the stairs and out the doors, even up Cherry Street.

Jim Adams, tentatively reading the name of a nominee and ending up like lifting up a candle flame and walking away with it without the candle. . . . The delegate who stubbed his toe and barked his shin, uttered an expletive, turned and saw the housekeeper, then said, "I mean doggone." ('Twas but my tongue, 'twas not my soul that swore.—Translated from Euripides.) . . . Mulling over a Resolution, befogged in a complex, trying to draw a bar of music or a diagram, then stick pin tacks in it. . . . State Room, Salem Room, Piedmont Room, Winston Room, plenty of rooms for adjuvant meetings, a far cry from the broom closets we have known. . . . Jack Alexander, practicing as he preached, beating the clock by minutes short of his allotted time. . . . Mac's short report, tapering his time. Even Rosemary Street can transform verbal mazes into logical clarity. Speaking of Rosemary Street, where would the British Empire be if there was no 10 Downing Street, or where would we be without 1600 Pennsylvania Avenue, and consider the Quai d'Orsay, the Berlinstrasse, Ottawa. (*Sumus, populi.*)

As a man thinketh, what are views but cerebral acrobatics. Programs to set us thinking, and Tommy Adkins did just that. There is no mystery in learning the right things to do, the correct road to travel, to make a business profitable, if you use a road map like these program subjects tendered us. . . . Johnny Bennick was there in all his elfish antics with Marguerite the perfect foil; whatever happened to Steve and Margaret. . . . Roger Sloop, one moment he is there bringing us up to date on current events, the next moment, a face in the crowd. 'Tis ever so, because a minute holds only sixty golden seconds. . . . It is certain to be sure that we all felt united by some heartening, inexplicable bond which is kinship, mutual heritage, mutual memory, causing us to be glad we had this chance to attend a common denominator convention which was also a reunion of a sort we shall pleasure in as we look back on it.

Now, two weeks later as I write this, it comes to me that this is the last time I shall be sitting here occasionally looking out a window, seeing humming birds darting backwards and forwards in a mimosa tree, and a hundred yards away a river climbing out its banks. (Hard rains for the past hundred and twenty hours). I move tomorrow; only across town, but it could be a continent away for all the work it entails. This time next year, who knows, a broad highway may channel through this very spot. I shall not weep for it, rather will I feel like a spirit let loose to find perhaps a better place.

And there is Greensboro next year. See you then.

Officers Installed

President: S. D. Griffin, Jr., Burlington

1st Vice-President: James L. Creech, Smithfield

2nd Vice-President: Earl H. Tate, Lenoir

3rd Vice-President: B. Cade Brooks, Fayetteville

Secretary-Treasurer: W. J. Smith, Chapel Hill

Assistant Secretary-Treasurer: C. M. Andrews, Burlington

Member of the Executive Committee for 3 years: Charles D. Blanton, Jr., Kings Mountain

Frank W. Dayvault, Lenoir, succeeds himself as a member of the N. C. Board of Pharmacy, for a 5 year term.

Future Meetings

Time and Place Committee (Jesse M. Pike, Chairman) recommended (motion adopted) Raleigh for the 1969 Convention.

A summer cold is a different animal.

An ugly animal that hits when least expected.

Tame it! With CONTAC®.

This animal is appearing night and day in a slew of network color television shows, in major magazines, and on spot TV and radio.

His victims are your customers.

Offer them relief with pharmacy's most profitable proprietary. Contac. Be prepared. Build up your Contac displays—in your cold products section and in a high-traffic location.

Catch extra profits with "different animal" merchandising aids. An ingenious variety available from either your MenJ Representative or your wholesaler salesman.

MENLEY & JAMES LABORATORIES, Phila., Pa. 19101
Proprietary Pharmaceuticals made to Ethical Standards

Pharmacists Take Issue With Feature Article on Generics/Brand Name Drugs

The Winston-Salem Journal recently ran a feature article on drugs, with emphasis on brand names vs. generics, which brought forth comments by pharmacists in the paper's readership area.

Here is the response by Everette Dunn of Leaksville, which the paper published:

As a practicing pharmacist in North Carolina, I would like to take this opportunity to correct some glaring errors in Loyd Little's story in the Journal-Sentinel (May 14).

Mr. Little is either a victim of misinformation or he has total disregard for the truth. His article is full of incorrect prices. For example—Chloromycetin (Parke-Davis) costs the drug store $18.90 per hundred not $30.60 per thousand as was reported. The most outstanding error was the price of Pfizer Penicillin G Potassium which Mr. Little quoted as $2.00 per thousand. As of today, Pfizer sells this product to the drug store for $2.20 per HUNDRED.

His statement that generic drugs are exactly the same as the equivalent brand name drug is not always true. Generic drugs as a rule are not always the same quality as the equivalent brand name drug, as 9 out of 10 pharmacists will tell you. If you or anyone else will come to my store, I will be happy to show you exactly why I say this. In some cases the cheaper brands that Mr. Little pointed out have irregular sizes, color and potency which is a result of poor quality control.

No one is in a better position to tell the difference in drugs than the pharmacist because he sees all brands of drugs from all sources. The physician in most cases has no idea what the drug even looks like when he prescribes it and cannot be familiar with all the sources and products of these sources. That is why the pharmacist is the drug expert and not the doctor.

Mr. Little has written on a subject on which he is obviously ill-informed and has left an impression with the public that they are being robbed. I demand a retraction of these gross errors.

DAVENPORT-DILLARD, INC.

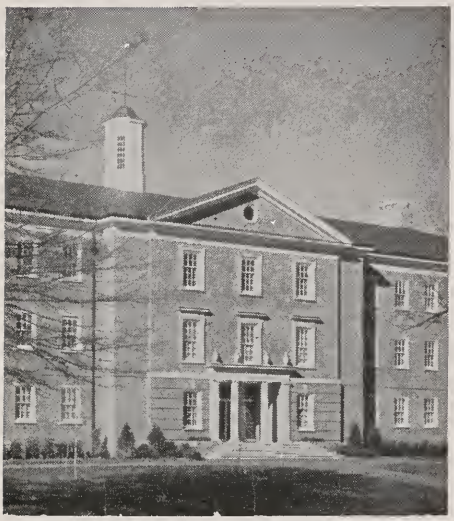
Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

D D

UNC PHARMACY SCHOOL NOTES



Award to Veteran Pharmacist Highlights Annual Pharmacy Awards Night at UNC

Dr. Roger A. McDuffie, a Greensboro pharmacist for the last half century, has become the first individual other than a student or faculty member to receive a Distinguished Service Award from the University of North Carolina School of Pharmacy.

The presentation was made at the annual Awards Night here.

"Doc" McDuffie is a past president of the N. C. Pharmaceutical Association, the N. C. Board of Pharmacy and the N. C. Pharmaceutical Research Foundation. He was awarded an honorary doctor of pharmacy degree in 1961 by UNC here, 44 years after receiving his pharmacy degree here.

Awards made to pharmacy students at the special ceremonies included: Reginald Ferrell Award for the senior who contributed most notably to the Beta Xi Chapter of Kappa Psi, James Ray Hall of Rt. 2, *Sanford*; Outstanding Senior Award, Mark Oliver Williams of *Laurinburg*; Scholastic Achievement Awards to fourth and fifth-year students for outstanding scholastic attainment, James Ray Hall of Rt. 2, *Sanford*, and Timothy Ray Kroboth of *Charlotte*; Phi Delta Chi Scholastic Award for the greatest improvement in scholastic average in the preceding two semesters, Joseph L. Johnson Jr. of *Graham*.

Outstanding Senior Student Awards to the outstanding Phi Delta Chi senior students, Charles Michael Whitehead of *Ramseur* and Robert Buford Lowe of *Swannanoa*; Kappa Epsilon Award to a woman student with qualities of leadership, character, service and scholarship, Mary Gray Teague, senior of *Fayetteville*; Student Body President Award, James Stephen Kennedy of Rt. 3, *Shelby*; Alice Noble Award for notable contributions to the literary aspects of pharmacy, Stephen Wayne Cagle, senior of *Henderson*; Pharmacy Senate Best Speaker Award, Benjamin Odell Williams, third-year student from Rt. 3, *Morganton*.

Rho Chi First-Year Award for the highest scholastic attainment in the first year in pharmacy school, Barbara Elaine Riggins of Rt. 4, *Raleigh*; American Pharmaceutical Association Certificate for the president of the Student APhA Branches, Robert Buford Lowe of *Swannanoa*; Pharmacy Faculty Award for the highest scholastic average for four years in pharmacy school, James Stephen Kennedy of Rt. 3, *Shelby*; Buxton Williams Hunter Medal to the graduating senior who excelled in campus citizenship and scholarship, Mary Gray Teague of *Fayetteville*; Lilly Achievement Award for superior scholastic and professional achievement, James Ray Hall of Rt. 2, *Sanford*.

School of Pharmacy Student Body Awards for high all-round qualities in scholarship and extracurricular activities, James Stephen Kennedy of Rt. 3, *Shelby*; Pharmacy Senate Award for the greatest loyalty and service to the School of Pharmacy, Ellon Grace Seawell of *Rockingham*; Merck Awards for noteworthy achievement, Susan Gertrude Gretz of *Hendersonville* and Robert Douglas Wilkerson of *Wilson*; Bristol Award for noteworthy achievement, Bonnie Claire Butler of *Gastonia*; Rexall Award for high achievement in pharmacy administration

UNC PHARMACY SCHOOL NOTES

courses, Susan Gertrude Gretz of *Hendersonville*.

M. L. Jacobs Memorial Awards for achievement in pharmaceutical organic chemistry, Patricia Ann Owens, third-year student of *McGrady* and Graham Abner Patrick, third-year student of *Greensboro*; Fraternity Scholastic Award to the pharmacy fraternity with the highest scholastic average in the preceding two semesters, Kappa Epsilon.

Rho Chi Achievement Awards for second and third-year students with an overall "B" or better scholastic average: Ernest Clyde Buchanan, *Kinston*; Janet Marie Deal, Rt. 2, *Lenoir*; John Michael Harper, *Hendersonville*; Mark Auburn Manship, Rt. 2, *Wilkesboro*; Harry Ford McArver Jr., *Charlotte*; Patricia Ann Owens, *McGrady*; Graham Abner Patrick, *Greensboro*; John M. Pinnex III, *Kernersville*; Ellen C. Robinson, *Huntsville, Ala.*; Calvin Albert Simmons Jr., Rt. 2, *Siler City*; Robert Tennant Teeter, *Marion*; Benjamin Odell Williams, Rt. 3, *Morganton*.

Also, George Bishop Albright, *Salisbury*; Thomas Henry Bess, *Gastonia*; Paul Michael Clinard, Rt. 2, *Lexington*; Jane Lynn Foust, *Mount Airy*; Forrest Schell McCall, *Spruce Pine*; James Robert Minor, *Reidsville*; Barbara Elaine Riggins, Rt. 4, *Raleigh*; Charles Wagoner Rose, *Reidsville*; Susan Brite Stafford, *Greenville*; Randall Scott Teague, Rt. 2, *Taylorsville*; Edna Mae Turner, Rt. 8, *Raleigh*; and Charles M. Watson Jr., Rt. 3, *Kinston*.

The Xi Chapter of Rho Chi announced at Awards Night its 1966-67 initiates. They included Stephanie Rogers Hunter, *Raleigh*; Timothy Ray Kroboth, *Charlotte*; George William Moore Jr., *Conover*; Nancy Adams Musselwhite, *Carolina Beach*; June Richardson Peddycord, *Kernersville*; John Wayne Stancil, *Selma*; and Lynn Canady Stallings, *Selma*. Dr. C. J. Cavallito, Professor of Medicinal Chemistry, and Dr. Louis Harris, Associate Professor of Pharmacology, were also initiated into Xi Chapter of Rho Chi.

Dr. George H. Cocolas, Associate Professor of Medicinal Chemistry, was selected to receive the NCPRF Faculty Incentive Award. This is intended for that member of the faculty who, in the judgment of the faculty and the administration of the School of Pharmacy, has made the most significant contributions to the welfare of the School and its teaching, research and/or service programs during the current academic year. The Award is valued at $500.

The annual Awards night was held on May 16 to recognize those students who have been outstanding in their performances. In addition Dr. Roger A. McDuffie was presented a Distinguished Service Award.

Dr. James L. Brannon, Associate Professor of Pharmacy, has resigned from the faculty effective at the end of the academic year. To date he has made no definite plans for the future.

L. H. Stocks III (class of '63) took his final examination for the degree of Doctor of Philosophy in pharmacology at Marquette University on May 1. The title of his dissertation is "A Study of Cholinoceptive Inhibitory Mechanisms in the Central Nervous System of the Cat: The Elaboration of Rage."

Members of the graduating class and the faculty were guests of the Justice Drug Company on May 17. They toured the company's facilities and were later entertained at the Showboat for dinner and the play "Bell, Book, and Candle."

The National Science Foundation Undergraduate Research Participation program will have three participants this summer. George W. Moore of Conover, N. C. will continue with research begun last summer entitled "Conformational Studies on L-Glutamic Acid Dehydrogenase." Patricia Owens of McGrady, N. C. will investigate the "Binding Energies of Some Inhibitors of L-Glutamic Acid Dehydrogenase," and Graham Patrick of Greensboro will study a problem on "The Synthesis and Inhibitory Activity of Some Phenylglycines." The students were selected from a list of applicants. The program will be conducted for a twelve-week period during which the students will do research and present seminars on their investigations.

Dr. Cocolas participated as chairman of a study section at a meeting of the National

UNC PHARMACY SCHOOL NOTES

Science Foundation Undergraduate Research Program Directors in Raleigh, N. C. on April 27 and 28. On April 24 he presented a seminar at the University of Georgia, School of Pharmacy on "The Use of Isolated Enzyme Systems in Predicting Drug Activity."

Fred Eckel participated in a Seminar on Pharmaceutical Services in Nursing Homes and Small Hospitals in Knoxville, Tennessee on March 29 and 30. His topic was "Drug Distribution Systems for Nursing Homes and Small Hospitals." He participated on the panel "Medicare and the Pharmacist—1967" at the North Carolina Pharmaceutical Association Convention in Winston-Salem.

Dean Hager addressed the Surry County Pharmaceutical Association in Mt. Airy on April 16 on the subject of "Doctor-Pharmacist Relationships." On April 27 he discussed "Our Investment in Drugs" at a meeting of the Winston-Salem Kiwanis Club.

Mr. Wayne Hilty, Director of Corporate Quality Control Services at Eli Lilly and Company, visited the School of Pharmacy on April 27 and addressed the Student Branches of the N.C.P.A. and A.Ph.A.

Dr. Rodolfo Paoletti from the Institute of Pharmacology and Therapeutics, University of Milaro, Italy, visited the School on April 28. He presented a seminar on "Recent Investigations on the Metabolic Effects of Prostaglandins."

Dr. W. Lewis Nobles, Dean of the Graduate School at the University of Mississippi, was a recent guest speaker under the auspices of the American Association of Colleges of Pharmacy Visiting Scientist Program. He spoke to the Faculty and students on "Graduate Education in Pharmacy" and on "Thiophene Compounds of Biological Interest."

Dean Hager attended a meeting of the Advisory Committee on Health Sciences Advancement Awards Program, National Institutes of Health, held in Bethesda, Maryland on May 4; on May 5 he participated in a meeting of the National Advisory Committee on Selection of Physicians, Dentists, and Allied Specialists held at the Selective Service Systems Headquarters in Washington, D. C.

Kappa Psi

At the U.N.C. School of Pharmacy Awards Night held May 16, Charles Rhoden, Kappa Psi Regent, recognized the presentation of the Reginald Ferrell Award to James Hall and the Outstanding Senior Award to Mark Williams during Pledge Weekend of March 17 and 18. The Reginald Ferrell Award is presented to the senior Beta Xi sponsors the Outstanding Senior Award as recognizing the graduating student judged to be the outstanding senior member of the chapter. James Hall and Tim Kroboth were awarded the Kappa Psi Scholastic Awards on the basis of their outstanding scholastic attainment. Mike Harper and Al Simmons of the 3/5 class and Buck Albright and Mike Clinard of the 2/5 class were each awarded Rho Chi Achievement Awards, presented each year to members of the Second and third year classes of the School of Pharmacy whose overall scholastic average is "B" or better. Tim Kroboth was also recognized as a newly initiated member in the Xi Chapter of Rho Chi. The Lilly Achievement Award of the School of Pharmacy Awards, sponsored by Eli Lilly & Company, was presented to James Hall as a graduating senior for his superior scholastic and professional achievement.

The Beta Xi Chapter will be well represented this August at the Kappa Psi Grand Council Convention in Kansas City, Missouri. Charles Rhoden and Mike Harper will be the official delegates of the chapter and Fred Rachide will represent the Kappa Psi Province III comprising others of the fraternity in West Virginia, Virginia, the District of Columbia, and South Carolina. Also, James Hall Beta Xi past Vice-Regent, one of two Student Members of the Kappa Psi Grand Council Executive Committee, and member of the Program Committee for the Convention has been nominated for the office of Second Grand Vice-Regent by the national chapter.

The annual beach week-end this year was at Carolina Beach, May 12-14.

The annual Kappa Psi-P.D.C. softball game held during Pharmacy Weekend was won by Kappa Psi for the fifth straight

UNC PHARMACY SCHOOL NOTES

year. The score of 13-12 indicates that there was a lot of good hitting. Home runs by Joey Edwards and Fred Rachide backed Tim Kroboth's pitching. This year, the fraternity received a plaque presented by the School of Pharmacy instead of the usual challenge trophy. The first challenge was won by Kappa Psi.

Wes Cotten, James Hall, Jack Morgan, Craig Meads, John Rawlins and Mark Williams are the six Kappa Psi seniors who will graduate this year. The underclassmen of the fraternity feel that these seniors have left them with the ability to carry on the success of Kappa Psi at Carolina. We wish them all the luck in the world in their future years.

Phi Delta Chi

On Monday, May 15, Phi Delta Chi installed its new officers. They are as follows: Robert Neal, President; Harold Bolick, Vice-president; Richard Green, Secretary; Joe Johnson, Correspondent; Gregory Jenkins, Social Chairman; Alan Barkley, Inner Guard; Gene Anderson, Pledgemaster; John Freeman, Treasurer; and Ronnie Swain, Master of Arms.

Several Brothers received awards at the Awards Night ceremony held May 16, at the School of Pharmacy. Joseph L. Johnson received the Phi Delta Chi Scholastic Award. Charles Michael Whitehead and Robert Buford Lowe received the Outstanding Senior Student Award for Phi Delta Chi. Brothers Benjamin Odell Williams and Thomas Henry Bess received Rho Chi Achievement Awards. The A.Ph.A. Certificate was given to Robert Buford Lowe. Brother Lowe was also initiated into the Order of Old Well. The Outstanding Senate Speaker Award was given to Benjamin Williams.

Phi Delta Chi held a party for the Seniors in Pharmacy School Wednesday, May 10. The following Wednesday there was a party held at the house for all the 1/5 class in Pharmacy.

We are proud to have the following new brothers: Ronny Price, Ocean Drive, S. C.; Henry Bess, Gastonia; William Lamm, Mt. Airy; and Norman Overcash, Mooresville.

For eighty-two years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

Sanders Promoted

H. C. Starling, President of the W. H. King Drug Company, has announced the promotion of Tom Sanders to the position of Sales Manager of King's Raleigh operation.

Mr. Sanders is the immediate past president of the Traveling Mens Auxiliary of the NCPhA.

McNeil Names McEvoy to Stratosphere Club

John J. McEvoy has been named a winner of the 1966 Stratosphere Award of McNeil Inc.

Membership in the Stratosphere Club is determined by the pharmaceutical manufacturing firm on the basis of management evaluation and total sales performance.

OFFICERS OF THE TRAVELING MEN'S AUXILIARY, NCPhA, 1967-'68—Left to right: Hugh Sconyers, Charlotte, president; W. H. Worley, Jr., Hickory, vice-president; J. Floyd Goodrich, Durham, secretary-treasurer; and C. H. Smith, Charlotte, assistant secretary-treasurer.

DOINGS

OF THE AUXILIARIES

- Charlotte—Mrs. R. H. Spurrier
- Raleigh—Mrs. Forrest Matthews, Jr.
- Winston-Salem—

Charlotte

The Charlotte Woman's Auxiliary met May 16th at the home of Mrs. F. F. Potter. Mrs. Charles Pender served as co-hostess. Mrs. John Morton, president, conducted a short business meeting.

Mrs. James L. Creech, immediate past-president of the State Auxiliary, installed the slate of officers: Mrs. C. H. Smith, president; Mrs. H. L. Bizzell, first vice-president; Mrs. Thomas H. Williams, second vice-president; Mrs. T. K. Steele, secretary; Mrs. S. Bruce Wingate, treasurer; Mrs. R. H. Spurrier, corresponding secretary. Mrs. Creech used as her theme a maypole with dancing dolls to represent each officer.

Guests of the auxiliary were Mrs. Ann Lawson of Smithfield and past-president of the State Auxiliary Mrs. Thomas Holland of Mt. Holly.

After the meeting, brunch was served on the terrace.

Raleigh

The Raleigh Woman's Drug Club has had an active and interesting Spring. A very successful Bridge Benefit was held at the YWCA. Later husbands were entertained at a dinner dance at the Carolina Country Club.

At a later meeting, members worked on their articles to be contributed to the Pharmacy Originals project. The final meeting of the year was a luncheon held at the home of the outgoing president, Mrs. Banks Kerr, at her attractive new home. Special guests were Mrs. George Hager, wife of the Dean of the UNC School of Pharmacy, and Mrs. W. J. Smith, who installed the incoming officers, using symbolic corsages to represent each office.

Officers to serve for the coming year are Mrs. Henry Ferrell, president; Mrs. Dick Overton, vice-president; Mrs. Frank Butler, secretary; Mrs. Jerry Price, treasurer; Mrs. Kenneth Handy, reporter.

Winston-Salem

Mrs. James Sitison was installed as president of the Winston-Salem Apothecary Club at a meeting of the club in Winston-Salem on April 6.

Other officers are Mrs. R. C. Jackson, vice president; Mrs. Paul Kirkman, secretary; and Mrs. William Cleaver, treasurer.

Committee chairmen to serve during the coming year are:

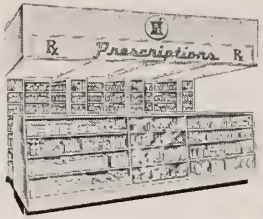
Social—Mrs. Donald Chapman
Telephone—Mrs. Harley Smith
Ways and Means—Mrs. Terre Smith and Mrs. Frank Lowder
Scrapbook—Mrs. William Simmons
Hostess—Mrs. Armao
Membership—Mrs. A. C. Dollar
Sunshine—Mrs. B. G. Warren
Publicity—Mrs. Ronald Goldman
Program—Mrs. R. C. Jackson

Mrs. Jacobs to Retire

Mrs. Viola Jacobs, widow of the late Dean M. L. Jacobs, is retiring as director of volunteer services of N. C. Memorial Hospital. This service started in August 1951 when the hospital was in process of construction and has continued unbroken since.

The N. C. Memorial Hospital Auxiliary Newsletter says: "Mrs. Jacobs remembers that the first volunteers sewed for the hospital at the Institute of Pharmacy and for a time at the Country Club, that the linen stampers and bandage rollers worked in first one room and then another of the emerging hospital building. She trained volunteers so that they were ready for service when the hospital opened in September 1952. She and many a footsore volunteer recall the tours of the hospital that were conducted to acquaint the volunteers and the public with the new facility. . . . Mrs. Jacobs served with efficiency, gentle persuasion, infinite tact and patience, and the soldier's challenge of service beyond the call of duty, in that she was too-often pinch hitter for a volunteer who failed to show up for shop, hospitality and library carts, etc.

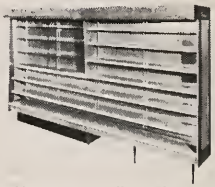
A Check-out Section with Confections, Gifts and impulse items at point of sale.



The Lumilite Canopy spotlights your Professional Service and adds prestige to this most important department.

Self-Service for Hair Needs and Toiletries well displayed for quick sales.

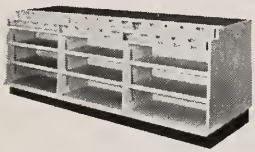
The "KEY" Word in Modern Store Fixtures is . . .



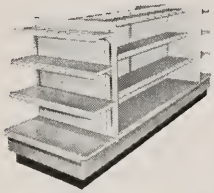
Self-Service Wall Displayers with glass enclosed Cosmetic Insert Section.

VERSATILITY

A Curved Glass Showcase for your Gift or Cosmetic Section lends Glamour to your displays.



Display Front Wrapping Counters increase impulse sales.



Self-Service Gondolas for most flexible displays.

These merchandisers and many more are produced on a quantity basis to give you quality displays at lowest possible prices.

We are planning to ☐ Modernize ☐ Expand ☐ Build New Store

Name_____

Firm Name_____

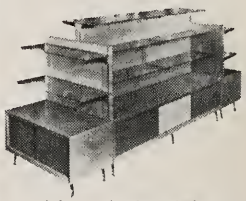
Street Address_____

City_____ State_____

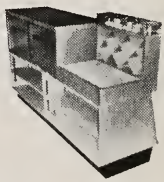
GRANT E. KEY, Inc.

Manufacturers

LYNCHBURG, VIRGINIA



Gondolas with Glass Shelves and carton storage below for your finest self-service displays.



Special Design for increasing Camera and Film sales.

Modernistic Display for increasing Sales of your finest Cosmetics.

Born to *Mr. and Mrs. Charles Himes*, a daughter, Julie Keyzer, May 6th at Chapel Hill, where Mr. Himes is studying. He was a member of the 1961 graduating class of UNC School of Pharmacy, and is currently enrolled in the School of Business Administration.

Mr. and Mrs. Harold Griffin Usher announce the birth of a son, whom they named for the father, April 29, 1967. Mr. Usher, member of the 1960 class of the UNC School of Pharmacy, is with Alamance Drug Company of Burlington.

DEATHS

THOMAS J. HAM, JR.

Thomas Jones Ham, Yanceyville, 70, died May 21 at a Martinsville, Virginia hospital, where he had been a patient for several weeks.

Mr. Ham, native of Richmond, Virginia, moved to Yanceyville, North Carolina in 1922 and assumed ownership of the Yanceyville Drug Company. He was a graduate in Pharmacy of the Medical College of Virginia.

He was a past-president of the N. C. Pharmaceutical Association; 1962 North Carolina Pharmacist-of-the-Year; past-president of the Yanceyville Rotary Club, Past-Master, Masons; Shriner, Sudan Temple.

At the time of his death he was chairman of the Institute of Pharmacy Endowment Fund and a member of the Caswell County Board of Health. He was founder and president-of-the-Board of N. C. Mutual Wholesale Drug Company of Durham.

Survivors include his wife, the former Margaret Dawson of Yellow Springs, Ohio; a sister, Mrs. H. P. Clarke of Alexandria, Virginia; a grandson, Thomas Ham of Reidsville, and several nieces and nephews. A sister-in-law, Mrs. Henry Ham of Richmond, Virginia, also survives.

Mr. Ham was a member of the Board of Stewards of the Yanceyville Methodist Church, where funeral services were held on May 23.

WALTER SCOTT, JR.

Walter Scott, Jr., President of Scott Drug Company, Charlotte, since 1946, died June 1.

Mr. Scott had been associated with Scott Drug Company since his graduation from Virginia Military Institute in 1927. He served four years in the Army Air Force in World War II, and completed his service with the rank of lieutenant colonel as an inspector general with the headquarters of AAF Air Transport Command.

Mr. Scott at various times held elective office in the National Wholesale Druggist Association and the Southern Drug Club. He was skilled in woodwork, using this hobby to turn out many useful pieces of furniture. Part of the mechanical system in use at Scott Drug Company was designed by Mr. Scott.

Funeral services were held at the Myers Park Presbyterian Church where Mr. Scott served as a member of the church's orchestra.

M. AUBREY SCOTT, JR.

M. Aubrey Scott, Jr., born November 19, 1930 in Laurens, South Carolina, died June 6 following a heart attack.

Mr. Scott served in the U. S. Navy from 1951 to 1955; was a graduate in Pharmacy (1957) from the University of South Carolina. He established (1960) the Skyland Drug Store, Skyland, which he was operating at the time of his death.

For the past two years Mr. Scott had served as secretary-treasurer of the Buncombe County Pharmaceutical Society; was a Mason and a Lion (former treasurer and vice president), a Sunday School teacher and director of Little League Baseball.

Survivors include Mrs. Scott and two children, ages six and eight years.

KENNETH EARL HANDY

Kenneth E. Handy, 61, pharmacist/manager of T. E. Holding Drug Company of Wake Forest, died May 4th at his home in Raleigh. Funeral services were held at Hayes Barton Baptist Church with burial in Montlawn Cemetery.

THE HI-FI'S ARE COMING

and so will your customers—

for new

Handy Half Gallon

Stock-up Now

Fabulous . . . the proved power of Sealtest's Hi-Fi advertising program! *Two* full-color Hi-Fi ads are coming soon in your local newspaper, to help launch this exciting *new* ice cream. And there will be lots of colorful point-of-sale materials. Plus a specially designed carton for each new flavor.

Scoop up some extra ice cream profits. Feature this new Sealtest flavor at your fountain and in your cabinet.

Sealtest
TRADE MARK
ICE CREAM

Available in bulk and cartons

Memorial Tribute to Thomas J. Ham, Jr.

By The Rev. G. W. Johnson
Yanceyville Methodist Church, Yanceyville, North Carolina

This man who stepped across one century into another and became of age in our 20th century was my friend. I understood a part of his life because he shared with me his life. I pay tribute to him as a friend among friends.

He embodied in his life principles which had been taught him by three institutions. First, his endowed abilities given him by the institution of birth, his mental alertness, his determinate will, and his physical stature and strength. Second, his home, which nurtured him both as a child and young man in Richmond; and his home with Margaret Dawson in Yanceyville which strengthened him through the years of his mature life. Third, his church, for Tom Ham was a good and faithful churchman; permitting the church to offer counsel and guidance in his life, and returning to the church his support and faith.

He embodied principles often forgotten in this age of expediency and rapidity of action. Yet his successes were born out of a daring and determinate will which while holding to the principles of his life were not dulled or without vital impact. For somewhere in his life, I suspect very strongly that they began in the manner of his home life in Richmond, he had grown up to know the validity of hard and creative work only when based upon sound and lasting principles. He had come to know that success is only success when one can live with all the personal involvement which come with an active and far reaching life. His life reflected in deed and purpose a meaning beyond self.

He knew the value of friendship for he himself was a friend of the highest degree. He knew the making of friendship was a personal thing which depended not on state or stature in life, but rather on a ground of gratitude to a person for what he truthfully was in himself. Friendship to him was given not bought; honored and not dishonored.

He was not a man without his cup of bitterness. No man can be truthfully a friend to those who suffer unless he too knows something of the hurt of life. He bore his cup with courage, and I think sought not to compensate for his personal hurt by helping others, but rather understood others and desired through that understanding to help.

He would not allow defeat to rule his life. He had the determinate will to overcome his wrongs and errors. He trusted his God and his friends to forgive and in a mutual bond made stronger by each trail moved on to each new experience.

He knew that one of the most precious qualities of human life is the sense of things ever beyond. He had the call of adventure and the vision to see into the possibilities of his dreams, and he had the faith and hope that he had not dreamed the impossible.

It is reported that upon the passing of H. L. Mencken, a friend said, "The man who really knew him will do far more living in the same number of days than he would have done without that contact. If there is a finer gift that a man can bestow upon his friends, I cannot name it. They mourn with cause."

To those who really knew Tom Ham there is a richer life and a grand hope that some of his greatness shall be continued in us.

He was my friend.

Memorial tributes may be mailed to The Rev. G. W. Johnson, Yanceyville Methodist Church, Yanceyville, North Carolina.

Black Market Medicine

"*Black Market Medicine*" is a chilling eye witness account of how Mafia-linked gangsters are polluting the health stream of America at its very source. Former crime reporter Margaret Kreig literally took her life in her hands to ride with government inspectors on a twisting trail of vicious hoodlums who have infiltrated the ethical drug industry in the past few years.

These men care nothing for the law, sanitation or the possible effects of their corruption on the lives and health of millions of people who rely on the purity of prescribed medicines. They manufacture drugs of dubious or contaminated quality, label them with well-known names of ethical manufacturers and with the help of shady operators in the drug distribution system palm them off on the unknowing public as legitimate products.

They have long been supplying the underworld with vast and illegal amounts of goof balls, pep pills, "Blue Angels" and other stimulants and sedatives, whose normal sale is regulated to protect the user from serious health hazards. Now these racketeers have found a new, lucrative market and are threatening the medicine cabinet of every American home by misbranding, mislabeling, stealing and imitating well-known prescription drugs on the shelves. Since they have no research costs, no quality control, no shred of responsibility toward the ultimate consumer, they sell far below the normal price to unscrupulous pharmacists and reap fantastic profits.

Actually, they have two price plans. On the goof balls and other pills that jazz up body reactions, they charge all that the traffic will bear, often 100 times the ordinary price of a legal prescription. On more normal drugs prescribed for ailments such as diabetes or an infection, they throw salvaged and contaminated materials into a batch, fake brand names and sell far below the usual prices.

BLACK MARKET MEDICINE, 300 pages, is available from Prentice-Hall, Englewood Cliffs, New Jersey. Price $5.95.

The end result as Mrs. Kreig points out in the book she spent three years researching and writing, is full of danger for millions of men, women and children who depend on the safety and purity of drugs to relieve their illness and suffering. The gangster element, which learned long ago in Prohibition days how to put rotgut booze into expertly duplicated and labeled Scotch whisky bottles, has no trouble imitating the shape, color, brand marks and packaging of the best known and respected pharmaceutical houses in America.

Without analysis of every pill, it is virtually impossible to tell whether a patient is failing to respond to the proper medication prescribed by the doctor or is the victim of some black market racketeer whose worthless product is not only failing to do any good but is actually doing harm. No one really knows how much unnecessary suffering or even death has been caused by those callous and heartless "fast buck" operators. With something like 15,000 dosage forms of prescription drugs available, the task of ferreting out the imitation and counterfeit is almost impossible. Mrs. Kreig advises persons who are disturbed about their customary medications or notice anything unusual to consult with their physicians.

Unlike the ethical drug houses that spend millions on research and quality control, numbering every batch of their products so it can be traced, the racketeers keep no records, make and package their wares in filthy, hidden warehouses, scraping spilled chemicals off the very floor and stamping out pills for medicinal purposes on the same machines as poisons and pesticides. Their business fronts range from small hospitals and supply houses to a bagel bakery and truck stops. They have alliances among the Mafia and other criminals in major cities across the country and their friends in many police forces warn them of investigations and impending raids.

"The black hand is tipping the apothecary scale," Mrs. Kreig charges, and even though a false or useless product in your medicine cabinet might cost you your life, Federal and state laws are woefully too weak. Catching and convicting even the most blatant racketeer can be a long and

almost hopeless job. Mrs. Kreig heard one crook describing the golden opportunities to another:

"There are no problems! FDA has a helluva time making any kind of a case. And when they get ya—if they get ya—it's only a misdemeanor or misbranding or some such. So ya hafta pay a couple hunnerd dollar fine. You can make it back in a couple hours."

This, then, is the hidden world Mrs. Kreig discovered, the world of easy money, of few risks, of Big Red, Mannie, the Chemist, Chameleon, Doc, the renegade pharmacist, of LSD, pep pills, pornography, prostitutes, rotten eggs, spoiled cough syrup, understrength and over-age raw drug ingredients, the world of Black Market Medicine.

The backbone of the whole business, Mrs. Kreig points out, however, is the professionally trained, educated criminal, not the foulmouthed, strong-arm thug. Here, for instance, is her description of one of the leaders:

"Chameleon, a man involved in almost every variation of black market medicine, is remarkable for the many changes in his outward appearance. He is qualified to practice a profession. Through professors, doctors and chemists, he has connections in the research world; one of his closest associates was employed by the government on classified research. With relatives, he operates an export-import company. He is also a partner in a film dealing in new and used manufacturing equipment. He has been an officer in more than one drug company. More recently, he was investigated in the theft of a "breakthrough" type of drug being developed by a major pharmaceutical manufacturer. This compound appears to have been sold abroad before the discoverers ever had a chance to market it in this country. Chameleon is backed up by a number of diabolically clever lawyers; he has good political connections and extraordinary powers of persuasion."

Mrs. Kreig was the first non-government person ever inside an FDA investigation. She listened to the hair-curling language of thugs plotting illicit drug deals, trailed suspects over highways and byways, took part in undercover buying traps and witnessed a raid that broke up one of the major black market rings in New Jersey. She saw unarmed FDA inspectors infiltrate the pistol-packing gang to secure evidence, her own life was threatened and she changed her address to avoid vengeance for her part in helping expose men with long criminal records of assault, battery, extortion and murder.

Her story starts prosaically outside Macy's where she sat beside two inspectors in an electronically-equipped car. A block away an undercover FDA agent with a hidden transmitter and $4,000 cash in his pocket was making a deal for illicit drugs. The FDA agent demanded to see the gang's manufacturing plant before agreeing to a series of big "buys." Off the two went to a rendezvous in New Jersey with other members of the gang, Mrs. Kreig's car following. And so the chase began.

In the weeks of investigation after that, Mrs. Kreig learned to know the voices of many of the gang members and even posed as the wife of a big illicit drug buyer. She shared the worry of the FDA men when they lost contact with their agent, a worry not allayed by a subsequent report that the following midnight a suspicious hood named Red had stuck a cocked gun in his face.

Mrs. Kreig also learned of damaged and moldy raw materials, for sale, of readily-available tableting machines that turned out thousands of pills an hour, of tool makers that duplicated the punches and dyes of legitimate drug houses for a fee 100 times the normal price, of back-alley printers that copied any label and no questions asked, of brightly-lit, mob-financed drugstores dispensing hundreds of prescriptions daily.

Along the way she poured over FDA reports and records that revealed the scope and size of a menace that is all but unknown outside the FDA.

Legal and bootleg drugs are intermingled all along the distribution chain. Half of the annual production of certain drugs is believed to be diverted in various ways to criminal traffic. Trailer-trucks full of branded drugs and medicinal products are frequently held up at gunpoint and their contents turn up later almost anywhere in the country mixed with counterfeit drugs.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

PHARMACIST WANTED—No night or Sunday work. Store is new Pharmaceutical Center. Paid vacation, bonus, hospitalization, eight holidays yearly and good salary. Write or call (332-4101) W. T. Boone, Boone's Professional Pharmacy, Medical Arts Center, Ahoskie, North Carolina 27910.

PHARMACIST WANTED—Fast growing coastal town. Write Box 250, Morehead City, N. C. 28557.

FOR SALE: Drug Store in Eastern N. C. Established in 1916, modern equipment and fixtures, excellent location. Seven years left on a ten-year lease. Annual volume approaching $200,000. Write REF-5, c/o **Carolina Journal of Pharmacy.**

FOR SALE OR RENT—Drug store on the beach with ample parking space and living quarters upstairs. Complete information from MRSM, c/o **Carolina Journal of Pharmacy.**

Banks Kerr Elected President of N. C. Mutual Wholesale

Banks D. Kerr of Raleigh was elected president of the North Carolina Mutual Wholesale Drug Company at the company's annual meeting on May 24.

Other officers are J. C. Jackson of Lumberton, vice president; W. L. West of Roseboro, secretary; and Ralph P. Rogers, Jr. of Durham, treasurer and manager.

About 175 stockholders who attended the annual meeting met in a new, just-completed addition to the company headquarters in Durham at 816 Ellis Road.

Tribute was paid the late Thomas J. Ham, Jr., founder of the company and president since 1962 until his death on May 21. The memorial tribute appears in this issue of The Journal.

Mutual's sales last year were $6,750,000. The firm has 43 employees and serves 177 retail pharmacies in the state.

Elected to the board of directors were Robert Dees, Burgaw; W. P. Wells, Durham; Dorsey Welch, Washington; Jesse Pike, Concord; H. Ruffin Horne, Fayetteville; Sam McFalls and Marion Edmonds, Greensboro; C. E. Page, Jr., Henderson; C. Louis Shields, Jacksonville; Edwin R. Fuller, Salisbury; John T. Stevenson, Elizabeth City; and Robert Neal Watson, Sanford.

JOHN L. HOWERTON

John L. Howerton, age 88, Greensboro pharmacist, died May 3.

For a number of years, Mr. Howerton owned and operated the Howerton Drug Company in Greensboro.

PAUL EUBANKS

Paul Eubanks, age 63, the only son of Clyde and Estelle Pritchard Eubanks, died in Chapel Hill on May 8 of a cerebral hemorrhage.

For nearly 40 years, Mr. Eubanks was associated with his father in the operation of Eubanks Drug Store, a pharmacy landmark in North Carolina Pharmacy.

GEORGE S. WHITE

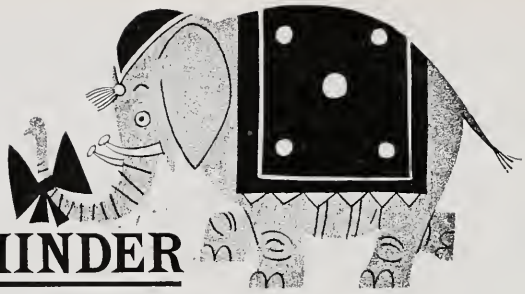
George S. White, 74, Lexington pharmacist, died May 20. Until retired some years ago Mr. White managed the Community Drug Store of Lexington, and prior to that, Peoples Drug Store.

A native of Murfreesboro, Mr. White served as a pharmacist in Lexington for 38 years. At the time of his retirement, he was succeeded as manager of Community Drug Store by W. Stanford Tate.

We now offer complete modernization service with the aid of Mr. Thomas R. Martin. Mr. Martin has 13 years of experience in this field and is highly capable of designing pharmacies producing increased sales.

For a discussion of the latest progressive merchandising techniques and their potential when using Columbus Imperial Equipment contact your Owens, Minor & Bodeker salesman.

Recent installations using Columbus-Imperial Equipment.



REMINDER

King's Holiday Gift Show

Will be Held at
RALEIGH'S MEMORIAL AUDITORIUM
July 23-24-25
Bigger and Better Than Ever Before!

You can shop in the spacious, air-conditioned Memorial Auditorium . . . modern in every way. The finest selection of merchandise ever assembled will be awaiting you. We will feature only top quality "Name Brand Lines." Reserved Parking . . . Good Food . . . Valuable Prizes . . . Specialized Service, Comfort and Convenience of truly modern one source buying. Mark your calendar and plant to be with us.

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

BELLAMY DRUG COMPANY
WILMINGTON, N. C.

KING DRUG COMPANY
FLORENCE, S. C.

PEABODY DRUG COMPANY
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII July, 1967 Number 7

LIBRARY
JUL 17 1967

when summer fun exposes them to sun, recommend Lotion Surfadil® to your customers

SOOTHING relief of minor sunburn and itching of nonpoisonous insect bites, poison ivy, poison oak, and minor skin irritations.

CONVENIENT flesh-colored, nonstaining lotion spreads easily and will not rub off on clothing when dry.

ATTRACTIVE consumer-tested package creates impulse sales for you.

Additional information available upon request.

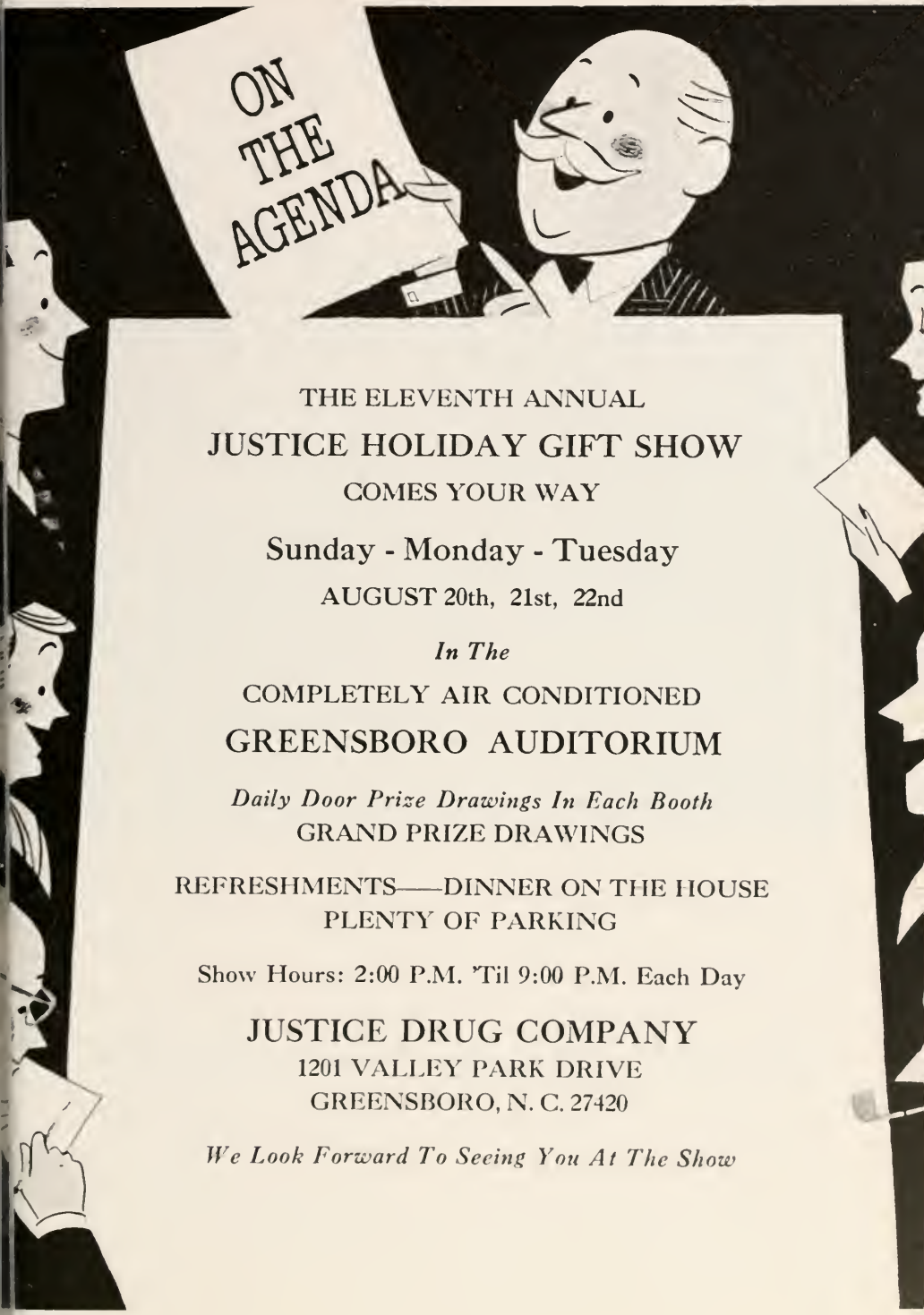
Surfadil®

Cyclomethycaine and Methapyrilene

Eli Lilly and Company, Indianapolis, Indiana 46206

Lilly

700788



THE ELEVENTH ANNUAL

JUSTICE HOLIDAY GIFT SHOW

COMES YOUR WAY

Sunday - Monday - Tuesday

AUGUST 20th, 21st, 22nd

In The

COMPLETELY AIR CONDITIONED

GREENSBORO AUDITORIUM

Daily Door Prize Drawings In Each Booth
GRAND PRIZE DRAWINGS

REFRESHMENTS——DINNER ON THE HOUSE
PLENTY OF PARKING

Show Hours: 2:00 P.M. 'Til 9:00 P.M. Each Day

JUSTICE DRUG COMPANY

1201 VALLEY PARK DRIVE
GREENSBORO, N. C. 27420

We Look Forward To Seeing You At The Show

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

July, 1967

VOL. XLVIII No. 7

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Block Drug Negotiating to Buy BC	4
General Assembly Notes	5
Getting Back to the Fundamentals of Selling	7
News from the Local/Sectional Societies	13
Tar Heel Digest	15
State Board of Pharmacy	17
North Carolina's Top Pharmacy Golfers	18
TMA News Briefs	23
Jimson Weeds	34
UNC Pharmacy School Notes	36
Births-Weddings-Deaths	39
Classified Advertising	40

ADVERTISERS

B. C. Remedy Company	28
Berryhill Fountain Sales	24
Davenport-Dillard, Inc.	33
Geer Drug Co.	22-23-24-25
Henry B. Gilpin Company	16
Justice Drug Company	1
Grant E. Key, Inc.	12
W. H. King Drug Co. and Associates	4th Cover
Lance, Inc.	37
Eli Lilly & Company	2nd Cover
McCourt Label Company	23
Owens, Minor & Bodeker	3rd Cover
Parke, Davis & Company	26
Pfizer Laboratories	10-11
Ramsey Manufacturing Corporation	16
A. H. Robins Company	14
E. N. Rowell Company	34
Scott Drug Company	2
Seeman Printery	38
Smith Kline & French Labs.	6
Smith Wholesale Drug Company	35
Stanback Company, Ltd.	9

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Block Drug Negotiating to Buy BC

Purchase of the B. C. Remedy Company of Durham by Block Drug Company of Jersey City, N. J., is being negotiated by stockholders of the two firms, it has been announced.

If negotiations are successful, it is the intent of Block to operate "BC" as a separate division, maintaining the name of B. C. Remedy Company, and to continue all "BC" manufacturing activities in Durham, according to Leonard Block, president of the Block Drug Company, and Dewey S. Mims, president of the B. C. Remedy Company.

Block added, "We're looking forward to working with the people of "BC," and the Durham community.

"It should be noted also that strong study will be given to manufacturing other Block Drug Company products in the modern Durham plant," he added.

Mims commented that "BC" stockholders were impressed with the reputation of Block in the pharmaceutical industry and its diversified product line.

"Opportunity for advancement and stability of employment for our people should be enhanced by affiliation with the Block Drug Company," Mims said.

Block is a major producer of drugs and toiletries and is the nation's leading manufacturer of denture products. Its plants are located in Jersey City; Kenilworth, N. J.; Memphis, Tenn.; Toronto, Canada; Hatfield, England; Sydney, Australia; and Oevel, Belgium.

The firm was founded in 1907 by Alexander Block, a graduate of Columbia University School of Pharmacy. His sons, Melvin and Leonard, entered the business in the early 1930s, and in 1959 James Block, representing a third generation of the Block family, became active in the company.

Among Block products are Green Mint Chlorophyll Mouth Wash, Nytol Sleeping Tablets, Omega Oil, Polident, Poli-Grip, Pycopay Toothbrushes, Tegrin and Dentu-Creme.

B. C. Remedy Company is the world's largest manufacturer of headache powders. In recent years its product has been available also in tablets.

Like Block Drug Company, the ownership of "BC" is closely held, primarily by the heirs of the two men who founded the firm in 1910, C. T. Council and Germain Bernard. The product and company name was formed by the letter "B" from Bernard and the letter "C" from Council.

Cover Page

John Finlator (left), Director of the Bureau of Drug Abuse Control, and Willard Simmons, Executive Secretary of the National Association of Retail Druggists, are pictured on the cover page.

Secretary Simmons and Mr. Finlator were NCPhA Convention speakers in Winston-Salem in early May. In addition to their convention talks, both leaders appeared on TV and made radio appearances while in the city.

Photo by Colorcraft Corporation

N. C. State Department of Public Welfare—Medical Services Report

	May		July 1-May 31		June (Estimated)	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	4,155	$ 729,592.50	44,534	$ 9,278,176.64	4,000	$ 670,000.00
Outpatient	2,996	42,970.40	38,691	558,558.08	4,800	56,000.00
Pharmacy	44,663	404,002.87	538,510	6,364,864.78	42,000	493,000.00
Dental	121	1,839.53	1,509	30,802.24	80	1,200.00
Total	51,935	$1,178,405.30	623,244	$16,232,401.74	50,880	$1,220,200.00

GENERAL ASSEMBLY NOTES

As a result of action by members of The General Assembly, Robert B. (Bob) Hall of Mocksville has been elected a member of The Board of Trustees of the University of North Carolina. His term is for the maximum—eight years.

More than sixty nominees were candidates for the twenty-seven open terms. By agreement, the nominees were reduced to 40 from which the final selections were made. Mr. Hall, with 42 votes, was just one vote under the top vote-getters.

The pharmacist members of The Assembly plus assistance from Bob's supporters, in and out of The Assembly, accounts for the final results. Mr. Hall's fine record as a Trustee (he is completing a 4-year term) entered into the support he received during the final voting.

Pharmacy can be rightfully proud of its record in this instance and particularly in the calibre of the pharmacist who has been elected to a most responsible position.

Resolution

Be it resolved that the North Carolina Board of Pharmacy hereby acknowledge the effective efforts on the part of the pharmacists of North Carolina expended in behalf of the revision of G.S. 90-65 recently passed by the General Assembly, and extend its sincere thanks in appreciation of this effort in particular to the pharmacist-legislators, Earl Tate and Paul Woodard and Senator John Henley, and to Secretary W. J. Smith, Chairman Robert Hall and the members of the Legislative Committee, and to the pharmacists of the State who gave their effectual support to the legislation during the course of its consideration and passage.

Pharmacy Bill Passes With Near Unanimous Vote

The Pharmacy Bill which you have read and heard discussed so often passed The General Assembly in mid-June and has been ratified. Two identical bills were introduced but it was Rep. Tate's Bill (#452) which was adopted. The bill passed The House without opposition. In the Senate the bill was amended by adding one word "willful" to the sections relating to "failure to comply." The House concurred with the Senate amendment which assured passage of the legislation. Initially, considerable opposition to enactment of the bill was expressed, but as the various sections of the bill were critically examined, the opposition gradually disappeared. Final passage of the bill was near unanimous which indicated wide-spread work/support for the bill in all sections of the state.

Investigators Say Arson Involved In Fire

Police who investigated a fire which destroyed the Beverly Hills Pharmacy of Asheville on June 20 state their investigation reveals a clear case of arson.

Police and the Buncombe County sheriff's department found 10 plastic containers filled with inflammable liquids which had been placed from the front to the back of the door. Some held gasoline and others had what appeared to be a mixture of "Varsol," a commercial solvent, and turpentine.

The liquid has been poured on the floor and counters in the pharmacy in such quantities that it had run through the walls into medical offices on both sides of the pharmacy.

At the time of the fire, the pharmacy operator, Richard F. Austraw, was in Chapel Hill where he was appearing in connection with an application for a new pharmacy permit. The Beverly Hills Pharmacy was padlocked about six weeks ago on an order issued by the Clerk of Superior Court of Buncombe County.

Kue Elected

The newly elected president of the Farmville Chamber of Commerce is Joe Kue, Kue's Pharmacy. His 1-year term of office begins in July.

DIMENSIONS OF EXCELLENCE

QUALITY PLUS

QUALITY PLUS is the very essence of SK&F's philosophy—our determination to instill quality and excellence into everything we do.

What does QUALITY PLUS mean? To start with, it means quality products that are widely prescribed by practicing physicians. It also means SK&F's well-informed, respected Professional Service Representatives. But QUALITY PLUS means even more. Here are some of the many ways in which you benefit every day from QUALITY PLUS:

Efficient, economic distribution, helping ensure SK&F product availability through full-service wholesalers.

Equitable trade policies, including SK&F's liberal returns policy and disaster assistance.

Support of professional objectives, including, for pharmacists: product information; drug abuse program; Speakers Bureau; co-operation with and special services to pharmacy education; and SK&F's *Pharmacy News* and *Hospital Pharmacy News.*

Sensitivity to professional needs, in such programs as SK&F's pharmacy advisory council and pharmacist preference surveys.

As a pharmacist, *your* primary professional goal has always been to provide patients and patrons with the best pharmaceutical service possible. QUALITY PLUS is *our* way of helping you attain that goal.

SMITH KLINE & FRENCH LABORATORIES
Philadelphia, Pennsylvania 19101

SK&F

Getting Back to the Fundamentals of Selling

I am pleased to be with you this morning and I shall try, in my allotted twenty minutes or so, to give you a little magic powder known as "Instant Clerk Trainer" which you can sprinkle over your clerks when you get back to your stores and, presto, you'll have trained personnel.

Clerk training is nothing new. It used to be considered part of the whole picture of operating a drug store and, in fact, we were never really conscious of doing it. When new clerks came to a store, they brought with them a measure of experience from other stores or, if they were green, the store owner started from scratch to condition them to his way of doing things.

In this day and age, clerk training usually is considered a separate area—like buying, pricing, financing, store location and layout, store promotion, etc. Clerk training is tacked on as a *category* of what every druggist should know about running a store.

Perhaps this is so because we spend so much less time with our personnel. Some of you younger fellows may have heard about the days when standard hours were 12 hours a day. You were considered to have a day off when you opened the store in the morning and worked until noon. And you were lucky to get off at noon if the store was busy. It was unthinkable to have a day off completely—without reporting to the store for some period during the day. The same was true for Sunday. You got every-other-Sunday off—and that meant working half a day.

Sure, clerks griped. But they went along with it and, perhaps because of the length of time we were in contact with the help, we were better able to direct them. Training was largely conversation and observa-

(Continued on page 8)

An address by Jerome Meyer, Publisher, The Sales Sense Publishing Co., Port Chester, N. Y., given on May 9, 1967 before the annual meeting of The North Carolina Pharmaceutical Association.

Mr. Meyer is pictured on the extreme left. With him are members of the Lederle Pharmacy Management Seminar: (l to r) Gale L. Smith, Jr., H. W. Adkins and Drew E. Haskins, Jr.

Photo by Colorcraft Corporation

tion and criticism and, gradually, clerks developed know-how.

But, today, good clerks are hard to find. When we do find them, we can't spend time with them. Pharmaceutical manufacturers are taking a large proportion of pharmacy graduates and, in selecting from the limited pool of untrained individuals who have had little experience and even less dedication to the job, problems are presented now that did not exist years ago.

So clerk training, over the years, has justifiably become a separate category of drug store management. And that is how it should be. After all, the retail drug business is no exception in the changes demanded of it in the name of progress.

Nevertheless, there are certain fundamentals in drug store work that are accepted by employees as a matter of store policy. Such duties as pricing merchandise, putting stock away, filling shelves, store hours, days off, job requirements at personnel levels, appearance, habits (such as smoking in front of the store—or even sitting at the fountain with a jacket on)—these things all are established on the basis of store policy. The boss tells what is expected and the help goes along.

Once in a while a clerk will sneak a smoke when he is not supposed to or fraternize too enthusiastically with customers and, sometimes, even with female employees, but by and large, the help respects the store policy.

A clerk can perform only these necessary duties and still be considered satisfactory. Dishonesty, possibly, is the only infraction that might prompt you to discharge him and, even then, it is more than likely that he would be given another chance. In general, you might consider a clerk as "trained" if he does his job. He might very well earn his keep by doing only the specific things laid down for him.

But a clerk doesn't *have* to approach customers properly—he doesn't *have* to posses product knowledge—he doesn't *have* to handle your customers as if they were the most important thing in the life of the store. He can still get by without these adjuncts.

What, then, is clerk training? In addition to the barest fundamentals, clerk training is everything that involves the customer. Clerk training is how to approach the customer—the attitude to assume in front of the customer—good storekeeping so the store will look attractive to the customer—putting shorts in the want book so you won't disappoint a customer. And clerk training consists of little things, such as knowing how to acknowledge a waiting customer so he won't become impatient and even, yes, a little thing like putting change in a customer's hand instead of on the counter. You'd be surprised how many people find this little thing annoying.

Yet, in spite of all the things that involve the training of a clerk, the first thing a store owner thinks about when clerk training is mentioned is *selling*. I want to say at the outset that selling is the beneficial by-product that comes to a store as a *reward* after the fundamentals are properly established. Selling is the *result* of a well-trained employee, not the starting point.

And so, I am going to give you a little refresher course. I'll probably tell you some things you already know, or some things you may have forgotten. If it helps only to motivate you, my mission will have been accomplished.

Where does clerk training start? It starts with a frame of mind—from the Top of the Store. Not the Top of the Store from the standpoint of an order, or a directive, mind you—like store hours, days off or smoking—but in the attitude the Top of the Store must possess. Clerk training starts as a *philosophy*.

It starts with the Top of the Store being imbued with the idea that the customer is King. If you are annoyed with the many things customers do, your clerks will reflect the same attitude. If you are forever critical of what customers say, or how miserably they act—and you complain about these things to your clerks, they will have the same point of view about customers. They will consider the customer an intrusion—someone to serve as quickly as possible, and then on with the day-dreaming.

Show me a store owner who doesn't think

(Continued on page 25)

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

Silas J. Wright and Michigan State Pharmaceutical win APhA honors

Awards sponsored by Pfizer Laboratories—among pharmacy's highest

Chatting before the individual winner's booth are (left to right) Sam Brock, sales manager of Pfizer Laboratories; Dr. Linwood Tice, immediate past president of APhA; Silas J. Wright of Brazoria, Texas, individual winner; and J. Harris Fleming, director of trade relations, Pfizer Laboratories.

Shown here in front of the organizational winner's booth are (left to right) Sam Brock, sales manager of Pfizer Laboratories; Dr. Linwood Tice, immediate past president of APhA; Richard Dillon, president of the Michigan State Pharmaceutical Association; Robert Johnson, executive director of the Michigan State Pharmaceutical Association; and J. Harris Fleming, director of trade relations, Pfizer Laboratories.

Las Vegas, Nevada, April 9-12, 1967

Silas J. Wright, 61-year-old pharmacist of Brazoria, Texas, and the Michigan State Pharmaceutical Association have been named winners of the 1966 APhA Public Education Awards Competition, sponsored by Pfizer Laboratories. Presentations were made before a General Session of the APhA Annual Meeting in Las Vegas last April.

The PEAC Awards, now in their sixth year, are among the highest in pharmacy. They are presented to an individual pharmacist and to a pharmaceutical organization whose public education programs are judged most effective in educating the public to pharmacy's role in improving community health. They consist of a trophy, a cash prize of $500.00, and an expense-paid trip to the APhA Annual Meeting.

Mr. Wright maintains Wright's Pharmacy in Brazoria, a town of 1,300 in the Gulf Coast area of Texas. His public service program consisted of daily radio talks, a weekly column in The Brazoria County News, and numerous personal appearances before civic groups. He was nominated for the individual PEAC Award by Randy Griffin of KBRZ Radio, Freeport, Texas.

Poison Prevention Program

The Michigan State Pharmaceutical Association won the PEAC organizational Award for its poison antidote kit (PAK) program. A well-coordinated statewide effort was made to educate the public on poison prevention by focusing attention on the community practitioner as the prime source of health information and services.

The Michigan Association endeavored to place in as many homes as possible, especially where there were young children, a PAK for use in most poisoning emergencies. It also brought the problem of accidental poisoning to the attention of the public through PAK publicity. Emergency phone numbers were provided to the recipients of the kits.

Another aspect of the campaign was to establish the pharmacist as a dependable advisor on the kit. Distribution was through Michigan State's Pharmaceutical Association's affiliated local associations and by direct shipment to individual pharmacists. National Poison Prevention Week 1966 was a focal point of the year-round program, and by year's end 35,000 kits had been distributed throughout the state.

Displays of the winning entries in the individual and organization divisions were on exhibit at the 114th APhA Annual Meeting in Las Vegas, April 9 to 12, 1967.

Judges of Competition

Members of the APhA Committee on Public Relations served as judges, with assistance from Leland R. Rosemond of N. W. Ayer & Son, Inc., of Philadelphia, and Edward P. VonderHarr of Cincinnati, Vice President of the Public Relations Society of America. Committee members were Chairman Arthur E. deVaux of Michigan, Edward Brady of California, J. Harris Fleming of New York, Thomas H. Groner of Pennsylvania, and William J. Koch of Wisconsin. Chairman deVaux did not participate in the organizational judging.

View of the convention hall at Las Vegas as the individual and organizational awards were announced to APhA members.

Robert Johnson (left), executive director of the Michigan State Pharmaceutical Association, and Richard Dillon (center), president of the association, are congratulated by Dr. Linwood Tice, immediate past president of the APhA, for their winning PEAC program.

Silas J. Wright (left), winner of the individual PEAC award, and Dr. Linwood Tice, immediate past president of the APhA, discuss Mr. Wright's winning effort.

Miami Beach site of 1967 APhA awards. Plan now to enter—send for information

Now is the time to plan for the 1967 PEAC Awards. You may enter yourself or nominate some other person or organization. A brochure outlining the rules for prospective entrants and entry blanks are available on request from: Public Education Awards Competition, American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington, D.C. 20037. Deadline for all entries is December 31, 1967. Awards will be made and winning entries displayed at the 1968 APhA Annual Meeting in Miami Beach, Florida.

You can win this trophy . . . $500 in cash . . . and . . . an expense-paid trip to the 1968 APhA annual meeting in Miami Beach, Florida

Pfizer

Since 1849
Science for the world's well-being®

Pfizer Laboratories
Division Chas. Pfizer & Co., Inc.
New York, New York 10017

Brighten your

PROFIT PICTURE

with MODERN "KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers* can plan your store to increase *Sales* and *Profits* for *You!*
2. *Our Skilled Workers* and *Modern Production Facilities* can quickly turn your *Plans into Reality!*
3. The installation is completed by *Factory Trained Experts* with "know-how" to get the job done with *Minimum Inconvenience to You.*
4. Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for *Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

NEWS
from the local-sectional pharmaceutical societies

Wake County

The June meeting of the Wake County Pharmaceutical Association was held in Raleigh at the College Inn Restaurant with Senator John Henley and Mr. A. C. Hall, Raleigh City Planner, as guest speakers.

Senator Henley discussed the Pharmacy Bill (HB 980 and SB 452) passed by The General Assembly, the Welfare Rx Program, and recommended that a Pharmacy Ethics Committee be established in each county.

Mr. Hall outlined details of the Raleigh Throughfare Plan which will involve the expenditure of $150 million dollars.

A memorial will be established in memory of deceased member K. E. Handy. Next meeting, Ladies Night, will be at Milburnie on July 11.

Greensboro

The forty-fifth meeting of the Greensboro Society of Pharmacists was held in Greensboro on June 29.

An audio-visual report by Dr. Collins Mahaffee was presented covering his "Partners for Progress" trip to Bolivia.

The Nominating Committee, to report at next meeting, consists of Marion B. McCurty, chairman, Robert Foster, Keith Fulbright and Robert J. Anderson.

Next program on Continuing Education is set for July 27 at the Sheraton Motor Inn. Dr. Claude Piantadosi will lecture on "Biochemical Drug Interaction."

Durham-Orange

Details of a fall-sponsored "theme writing contest" were discussed at the June 26 meeting of the Durham-Orange Pharmaceutial Association in Durham.

R. L. Billeter heads the contest committee. Contest rules and supplies will be available to 11th-12th students of Durham-Orange counties from member pharmacies beginning in the early fall. Winner of the theme judged best by a committee will receive $200.

The theme writing contest will be publicized by radio, newspaper ads and in-store displays.

A September business meeting and a barbecue in October are scheduled this fall.

Northeastern

A representative of the Greenville Office of the Social Security Administration was guest speaker at the June 14 meeting of The Northeastern Carolina Pharmaceutical Society.

The meeting was held in Williamston at the Roanoke Country Club. W. A. Clodfelter, president, presided during the organization's business session.

Mrs. Creech Honored at Local Meeting

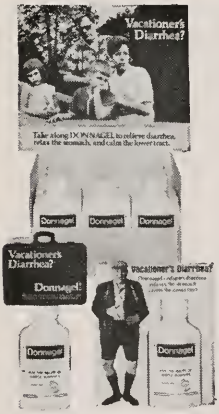
Mrs. James L. Creech of Smithfield, retiring president of the NCPhA Woman's Auxiliary, was honored at the June meeting of the Johnston County Drug Club. Wives of members were included in the party.

Mrs. Creech was toasted in original rhyme by Mrs. Marshall Sasser of Smithfield, and was presented a gift of a monogramed pin and earrings from the group by Mrs. Grover Creech of Selma.

Pharmacist Barney Paul Woodard of Princeton, a member of the state legislature, was recognized.

A movie on research, manufacturing, distribution, and other aspects of marking prescription drugs was shown by President Oliver Fleming of Smithfield, who presided.

Mrs. Charles Beddingfield of Clayton won the door prize, which was bubble bath in a simulated champagne bottle in a brown paper bag.



Your A. H. Robins representative will soon bring you this family of sales aids.

Nothing spoils a vacation like traveler's diarrhea.

So be sure to remind your vacation-bound customers to take along Donnagel for diarrhea *and* its discomforts. (Donnagel contains kaolin and pectin for diarrhea and belladonna alkaloids for the accompanying discomforts.) Check your Donnagel stock now for the vacation diarrhea season ahead.

Donnagel® (for vacationer's diarrhea)

A. H. Robins Company, Richmond, Virginia 23220 A·H·ROBINS

TAR HEEL DIGEST

Mebane—William F. Lynch has joined the prescription staff of Carolina Rexall Drugs.

Elizabeth City—Cash was taken from the three registers in Todd's Pharmacy in an early June robbery of the pharmacy.

Burlington—Six Alamance County Hospital employees have been awarded certificates upon completion of the Hospital Pharmacology course sponsored by the Technical Institute of Alamance. The course was taught by Pharmacist Roy Salter.

Rutherford College—Bill Morris, manager of College Pharmacy, has announced the addition of a Rexall franchise which will entitle him to sell Rexall products in Rutherford College.

North Wilkesboro—Formal opening of Jennings Drug Center, located in Midtown Plaza, was observed on June 3. The pharmacist/owner/operator is Neal Jennings.

Salisbury—Miss Marian Rogers has joined the pharmacy staff at the VA Hospital. She was associated with the U. S. Public Health Service and Walgreen Drug Company prior to moving to Salisbury.

Hertford—During the summer months, Harmon's Pharmacy will close each Wednesday afternoon.

John Mitchener Is Selected Leader of Experiment Group

John Mitchener, son of Pharmacist and Mrs. John A. Mitchener, Jr. of Edenton, has been selected by The Experiment in International Living to serve as leader of an Experiment Group to Switzerland.

The program will involve 200 persons from the ages of 16 to 30 who are going abroad to gain first-hand knowledge of another country's customs and culture at the person to person level.

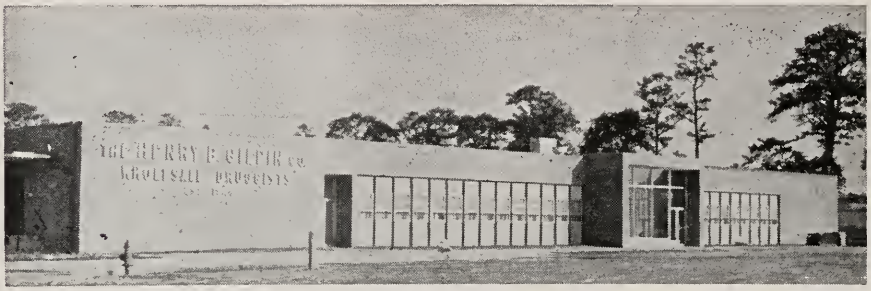
A 1963 graduate in pharmacy of UNC, Mr. Mitchener is currently studying at the Yale University Divinity School. He will begin graduate work in political science at Syracuse University in September.

Former presidents of the UNC Student Branch of the NCPhA meet in Winston-Salem. Left to right: W. J. Smith of Chapel Hill (1936-37), Phil Link of Reidsville, Sam McFalls of Greensboro, Joe Tunstall of Washington, Robert B. Lowe of Swannanoa (current president), Harold Vann Day of Spruce Pine, and Edwin R. Fuller of Salisbury.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

**Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina**

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

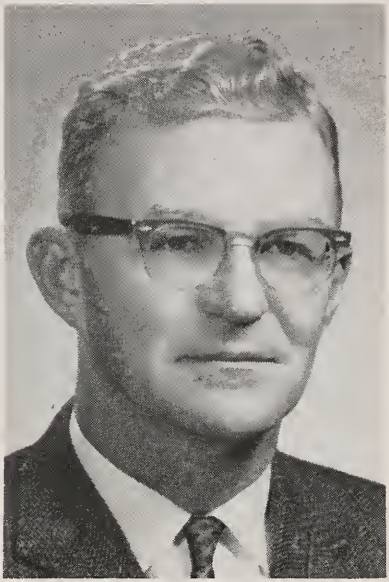
STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

Drug Stores Registered June 20, 1967

Name	*Ownership*	*Pharmacist-manager*	*Type*
1. Westgate Drugs Westgate Shopping Ctr. Asheville 28806	George Coggins	Ralph A. Bennett	new
2. Colonial Drugs Hwy 17 North Elizabeth City	George W. Davis, Jr. William D. Medlin	George W. Davis, Jr.	new
3. Russ-Wood Drugs Inc. 801 Balsam Rd. Hazelwood	Joe T. Russell Donald R. Leatherwood	Joe T. Russell	new
4. Guilford County Health Dept. 300 E. Northwood St. Greensboro 27401	E. H. Ellinwood, Health Director	W. Clark Doggett	new
5. Medical Center Pharmacy, Inc. 274 Graham-Hopedale Rd. Burlington 27215	M. E. McCorkle T. Daniel Wiggins	M. E. McCorkle	transfer
6. Fulton Street Pharmacy 916 S. Fulton St. Salisbury	Harry C. Stone, Jr.	Harry C. Stone, Jr.	transfer
7. Swaney Drug Store 2112 Lexington Rd. Winston-Salem 27104	Charles F. Speranza	I. L. Zuckerman	transfer
8. Crutchfield-Browning Drug Store, Inc. 2166 Lawndale Dr. Greensboro 27408	Benjamin F. Collins, Jr.	Benjamin F. Collins, Jr.	transfer
9. Bakersville Pharmacy Main St. Bakersville 28705	Roy B. Smith, Jr. James B. Mason	Roy B. Smith, Jr.	transfer
10. Carteret General Hosp. 3500 Arendell St. Morehead City 28557	J. F. Shinn, administrator	Mrs. Lucy Thorne	limited se
11. Lula Conrad Hoots Memorial Hospital Main St. Yadkinville 27055	Fred Mashburn, administrator	Mrs. Sue Taylor	limited se
12. Yancey Hospital Burnsville 28714	Mrs. Katherine Anglin, administrator	Henry A. Leigh	limited se

North Carolina's Top Pharmacy Golfers



STEPHEN FORREST

Pictured here are the low net/low gross winners in the TMA-sponsored Golf Tournament held in Winston-Salem in connection with the 1967 annual meeting of the NCPhA and Affiliated Auxiliaries.

In the NCPhA Member category, the top winners were:

Low Net: Kenneth L. Lawing, Bowman Drug Company, Conover.

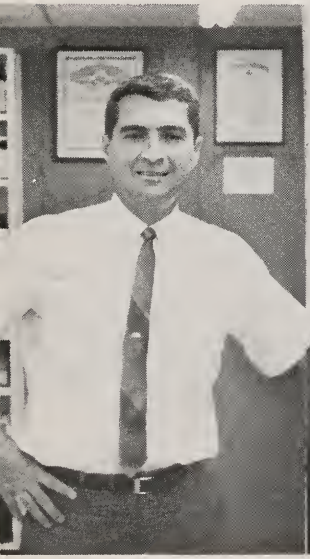
Low Gross: L. R. Burris, Jr., Rock Drug Store, Valdese.

In the TMA Member category, the winners were:

Low Net: B. W. Kilgore, III, Pine State Creamery, Raleigh.

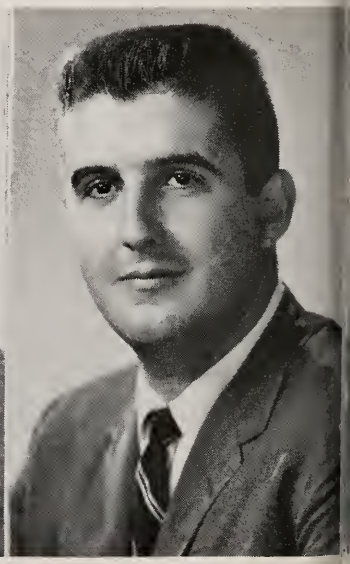
Low Gross: Stephen Forrest, Justice Drug Company, Greensboro.

The names of the winners have been inscribed on the trophies (as pictured in the April issue of THE CAROLINA JOURNAL OF PHARMACY) and will be on display in the Institute of Pharmacy, Chapel Hill.



KENNETH L. LAWING

L. R. BURRIS, JR.



B. W. KILGORE, III

PICTURE FROM CHARLESTON GIFT SHOW

Please accept this as a

Personal Invitation to attend

Geer's Gift Show

Carolina's First, Finest and

Foremost Gift Show

CHARLESTON, S. C.
JULY 30, 31, AUGUST 1, 1967
HOTEL FRANCIS MARION

SPARTANBURG, S. C.
AUGUST 6, 7, 8, 1967
MEMORIAL AUDITORIUM

YOUR SERVICE WHOLESALER SINCE 1896.
CAROLINA'S FIRST GIFT SHOW SINCE 1956.

YOU'LL BE IN THE BEST OF C

(SORRY, SPACE DID NOT ALLOW

SEE YOU AT GEER'S GIFT

...PANY AT GEER'S GIFT SHOW

...IT OF ALL MANUFACTURERS)

...IOW

CHARLESTON — JULY 30, 31, AUG. 1, 1967
SPARTANBURG — AUGUST 6, 7, 8, 1967

PICTURE FROM SPARTANBURG GIFT SHOW

There Are Shows — **And, There Are Shows!**

But No Show Can Beat or Compare To

GEER'S GIFT SHOW

SINCE 1956 — CAROLINA'S
First — Finest and **Foremost SHOW.**

- **GO** . . . WHERE THE ACTION IS!
- **BUY** . . . FROM THE FINEST SELECTION!
- **PLAN** . . . NOW TO ATTEND THE BEST!

IT'S

GEER'S GIFT SHOW

CHARLESTON, S. C.
JULY 30, 31, AUGUST 1, 1967
HOTEL FRANCIS MARION

SPARTANBURG, S. C.
AUGUST 6, 7, 8, 1967
MEMORIAL AUDITORIUM

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

Memorial Services

During the recent TMA annual meeting in Winston-Salem, memorial services were conducted for these deceased members:

J. M. Uffinger, Phenix Box & Label Company
W. McElveen, The Nyal Company
Tom S. Simpson, Justice Drug Company
M. W. Stone, H. B. Hunter Company

TMA Life Memberships were presented to:

A. G. Cox, B. C. Remedy Company
J. M. Darlington, O'Hanlon-Watson Drug Co.
Herbert Taylor, Massengill Company
J. C. Woodard, Massengill Company

Paul N. Wilson, Jr., a graduate of High Point College, has been assigned to the Winston-Salem territory as a Professional Service Representative for Smith Kline & French Laboratories.

William H. Rorer, Inc. will be represented in the Winston-Salem area by Kent R. Martin, a 1963 graduate of Wake Forest College.

E. Roger Williams of Kinston has joined Abbott Laboratories as a medical service representative in Goldsboro.

Name Change

Campbell Pharmacy, Inc., 120 Raleigh Street, Hamlet, has a new name: Raleigh Street Pharmacy.

John R. Clarkin, Jr. is president of the corporation operating Raleigh Street Pharmacy.

Dear Mr. Smith:

My sincere thanks to you and the N. C. Pharmaceutical Association for your very kind assistance to me and other University of Georgia graduates in locating employment in North Carolina.

I have taken a position under the direction of Mr. Hugh Fletcher of the Valdese Drug Company. I enjoy my work very much and have found everyone here in North Carolina extremely friendly and helpful.

Wayne G. Chandler

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

Big Day For Kendall

June 28 was a big day for Kendall Drug Company.

From 7 A.M. to 5 P.M., the wholesale drug firm was open to customers and guests.

A golf tournament under sponsorship of Kendall got underway at 1 P.M. at River Bend Acres Golf Course. For the golf windows, bridge was available at the club house.

At 5 P.M., a horse show pitching contest got underway at Cedar Park, then followed a happy hour. Dinner was served from 7 to 8:30 P.M., then dancing until midnight.

Once a year, Rush and Gordon Hamrick and all the Kendall employees sponsor a summer party for Kendall customers, suppliers and friends. The 1967 party was an outstanding success; it added much to the lustre of this progressive Shelby-based wholesale drug house.

There were 325 in attendance. Prizes were awarded to the following:

Golf

Low Net: Don Miller of Morganton and Gene Butler of Shelby.

High Gross: L. R. Burris, Sr. of Valdese.

Low Gross: Marshall Dark of Marion.

Horseshoes

Vickie Ingram of Lenoir and Dave Hill of the J. B. Williams Company.

Bridge

High: Nancy Harper of Quinton Laboratories.

Low: Jean Hull of Shelby.

Costner's Drug of Lincolnton was winner of ten cases of Brockway Prescription Ware in a drawing which climaxed a special pre-party promotion conducted by Kendall Drug Company.

Executive Committee to Meet

Tentative dates for meetings of the NCPhA Executive Committee for the remainder of 1967 are: July 20, September 21, October 19, and November 16. Any member desiring to meet with the committee should secure an appointment from the Association office. Meetings will be held at the Institute of Pharmacy, Chapel Hill, starting at 10 a.m.

SCOTSMAN ICE MACHINES
SUPER FLAKERS FOR DRUG STORES
OVERNIGHT DELIVERY
LOW PRICES—EASY TERMS
WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251 CHARLOTTE, N. C. 28203
PHONE: (704) 332-8945

FUNDAMENTALS OF SELLING

(Continued from page 8)

the customer is King, and you'll see clerks who have the same idea about them. Show me a store owner who doesn't think the customer is King, and you'll see a store that has to use price as the only inducement for people to buy there, like the discounters. Where there is a store where the Top of the Store doesn't think the customer is King, the clerks feel likewise.

The attitude *toward* the customer is not an inherent belief a clerk has when you hire him. This attitude starts at the Top. And if you want your clerks to reflect that attitude you, yourself, must have it—and be imbued with it. It must be a fetish—and obsession—it must be your philosophy. And it must start at the Top. Otherwise, don't yearn for clerk training. Just train your clerks to use the cash register and, maybe, say Thank You. That's all the clerk training you will need.

So you must first possess the proper philosophy. You must have the deep down conviction that the customer is the world in which the store lives and breathes. And if you set the tone for this conviction, you will find that your clerks will get it, too.

Clerks *can* be motivated with a simple thing like job satisfaction. But you must first be totally involved yourself—deeply concerned yourself. Then, and only then, will your clerks get the idea. You can actually cement clerks to your store by emphasizing the aura of professionalism not found in any other kind of retail establishment. By stressing the sphere of influence a clerk has among his customers—by instilling a sense of pride in being a part of this professional team, trite as the expression is, you can make a clerk a credit to your store. The attitude of what to expect from a clerk never comes from within him—it comes always from the outside—from the Top of the Store.

That's the first lesson. It's establishing a tone—a platform—of what you *expect* in all the relations a clerk has with the customer.

You are going to *expect* that a clerk should approach a customer properly—and with a certain measure of animation. It is easy to acquire the look of interest when you say, "May I help you?" It is possible to say these four words as if you really mean it. That doesn't mean that a customer should be jumped at like an affectionate puppy. It simply means that customers will be approached promptly and will not be kept waiting while the clerk completes some non-selling duty, such as stock arranging or chatting with co-workers. If a second customer is waiting to be served, your clerks should be taught to nod to him so his presence will be recognized. Waiting customers will not become impatient if they know the clerk is anxious to take care of them as quickly as possible. People don't really mind waiting in drug stores. What they dislike is the feeling that they are being ignored or neglected. Just step into a discount store and see what kind of animation you will receive. The Top of the Store there doesn't expect anything else—and that's what he gets. If you show by your attitude what kind of approach *you* expect your customers to receive, that is what *your* customers will get.

Of course, "May I help you?" has become somewhat of a signal that the clerk is ready to serve the customer, but it also can become a friendly greeting simply by altering the tone of voice and giving the statement some animation.

However, clerks should be instructed to avoid this approach when they encounter a customer browsing among self-service fixtures. This question, "May I help you?" may actually tend to terminate the customer's interest. The customer should be left alone to browse at will. If the customer looks around quisically or with some curiosity, the clerk should ask, "May I help you find what you are looking for?"

Remember, the man-behind-the-counter should not be considered a mere robot handing out goods for cash received. An eagerness to serve should be a part of every sale. And, as Top of the Store, you have a perfect right to expect it. If it is your policy, it will be your clerks' policy, too.

Let's talk about another little thing, like handing a prescription to a customer. How do *you* do it? Do you take it in your hand,

(Continued on page 27)

a profitable way to build confidence
MYADEC®
vitamin formula with minerals
MYADEC is a high-potency vitamin preparation with a supplement of selected minerals. You can recommend MYADEC with confidence.
To make more sales of this profitable product, stock and display all 3 sizes. MYADEC capsules are supplied in bottles of 30, 100, and 250. Ask your Parke-Davis salesman about his special vitamin offers.
420M44
MYADEC
PARKE-DAVIS
PARKE, DAVIS & COMPANY, Detroit, Michigan 48232

FUNDAMENTALS OF SELLING

(Continued from page 25)

thrust it in a bag and say, "$2.75, please?" If you do, it's the wrong example.

Every prescription should be handed to the customer as if the customer's life depended on it. Handle it as if it were precious—like it were the only prescription you filled that day! You may not realize it, but getting a prescription filled is a very important transaction to the customer. The very manner in which you hand it over can create confidence in you, the store *and* the prescription. Show by example that your clerks should wrap it carefully and handle it with respect. Tell the customer the instructions, even though they are typed on the label. Say something encouraging about the person the Rx is for (the person's name is right on the label) and properly suggest the proper accessory, if the Rx needs one. We have come to take this matter of handing over prescriptions for granted. It's a little thing, perhaps, but you'd be surprised what an impression it can make. Just observe how they do it in a department store, or a discount store. The management doesn't expect anything else. But you, the Top of the Store, are going to expect that prescriptions will be handed to customers with loving care. That's part of clerk training.

Now, how about product information? How many of your clerks know the difference between a cold remedy with a nasal decongestant and one without? And know which remedies have the decongestant and what it does? And how many clerks know the purpose of an antihistamine in a cold remedy? Or the alkaloids one of the most popular remedies has? It isn't necessary that a clerk be a registered pharmacist to know these facts. Customers expect a drug store person to have more than a layman's knowledge about these things.

Do you analyze new products that come in and explain the purpose of the various active ingredients? How do clerks get to be knowledgeable? There's no easy way.

In my drug store days, we used to clean stock. The purpose of cleaning stock was not necessarily to get the shelves clean, but to learn where each item was and to learn what it was for. We used to clean drawers for the same reasons—and we learned.

There's nothing worse for professional relations to the store than for a customer to ask what a product contains, and for the clerk to hold up the package and read off to determine the ingredients—and he then reads them off. A well-trained clerk *knows* what products are for and what they contain. But he doesn't get the information by osmosis. He gets it by example from you. He studies the products and labels by whatever means you have established whether it's by cleaning stock, reading manufacturers' literature—or just by picking up each item and examining it. In time, the product knowledge will come. But the viewpoint about it must first come from you.

All right. Let us assume that you have established the pattern. The Top of the Store has set the example—and your salespeople are noticing. They are responding. (Notice now, I refer to them as salespeople, not clerks).

At any rate, they have gotten the idea. The customer is King. Product information is being absorbed—and they can bring the purpose of most products to mind in an instant. They don't have to gripe any more. The customer is being approached quickly and not allowed to cool his heels while stock is put away. And the customer is being approached with a sincere, "May I help you?"—and the very tone of his voice just smacks of the attitude that he is ready, willing and able to help. All this has been started by the Top—and the clerks have fallen in line.

You have reached a sort of Utopia. Now you graduate to another plateau. Remember, the pay-off in clerk training comes in over-the-counter selling—because that has the most obvious effect on the cash register. Before this, you have communicated to your staff through your manner, your attitude and your philosophy that *the customer is the world in which we live and breathe. Now* you are going to communicate the attitude, "In this store, fellows, we sell."

And this phase of clerk training, mind you, really doesn't take as much know-how as all the other things in store management,

(Continued on page 29)

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

FUNDAMENTALS OF SELLING

(Continued from page 27)

because over-the-counter selling is really not selling at all. It requires no native ability, no gift of gab. In fact, the very word "salesmanship" is taboo, and it should be avoided. Salespeople conjur up in their minds all sorts of unfavorable images about the word "salesmanship." It has a sort of stigma. And there can hardly be "salesmanship" in over-the-counter selling when you are confronted with the prospect, as you are the customer, for a matter of one or two minutes. "Salesmanship" implies the soaking out of a prospect and the procedure of persuasion. It requires specialized training—and practice—but not over-the-counter selling.

Well, then, just what is over-the-counter selling if it is not salesmanship? And what kind of training is necessary? Over-the-counter selling is a *suggestion technique*. It is the timely mentioning of an item, in the proper way, in the minute or two the customer is in the presence of your clerks. It is based on product information—knowing what to mention, and when.

This "What to suggest" must be on the tip of the salesperson's tongue. That's all the training he needs. For example, it would never do to suggest rubber gloves to a mother who comes in for diaper rash medication. Specific baby items are better. But if a mother came in for a diaper *rinse*—rubber gloves would be another matter. You know what quarternaries do to the hands.

Conversely, suggestion selling is often fruitless because store personnel either thinks of the item to suggest too late, or they fail to think of the most logical item while serving the customer's needs. They may *know* that a suggestion should be made, but the precise item will very often escape them.

That is where product information comes in. The most logical item related to the original customer request is the first step in Suggestion Selling. And the *technique* in making the suggestion is the second step.

So once you have established that over-the-counter selling is not salesmanship—and you have impressed upon your staff that over-the-counter selling at its best uses a simple suggestion technique—then you will have taken a long stride in getting your clerks to share your policy.

Now, some people *think* they and their salespeople practice suggestion selling when they ask the customer, "Do you need any cotton-tipped applicators?" or "Do you want the large size?" It is true, a suggestion has been made and that's probably better than not making any suggestion at all, but selling statements such as these are sterile. They may work once in awhile but, more often than not, they annoy the customer and, at best, they invite an automatic "No."

An effective selling expression is a simple statement that promises a product result. Statements like these do not promise the customer anything. No customer can refrain from listening if you promise, with a single statement, to improve something. It is possible, in exactly the same length of time and in the same number of words, to give the customer an inkling of what kind of a benefit he may expect as the result of a suggestion you have made.

Mark Twain once said, "The difference between the right word and almost the right word is like the difference between lightning and a lightning bug." So it is important, in suggestion selling, to pick a word that describes a product result, rather than to describe the product itself, or simply to utter, "Anything else?" "Anything else?" really implies, "Let's get this over with fast." It signifies that the transaction is about to be finished.

So, getting back to the first example, suppose the customer came in for, say, an athlete's foot medication. Now, everyone knows that it is not easy to apply something between the toes. If it's a liquid, you're going to squirt it all over the floor; if a powder, it's going to dust up the place. One of the best ways to apply anything between the toes is with a cotton-tipped applicator. But no salesperson will know that unless he has product information.

But now he has this product knowledge because you have set the example, so he is going to suggest cotton-tipped applicators to the customer who comes in for athlete's foot medication. His first impulse will be to say, "Want any cotton tipped appli-

FUNDAMENTALS OF SELLING

cators?'' or ''Need any. . . .?'' But if he gives the situation a few seconds thought, he will say, ''Do you have *enough* cotton tipped applicators at home to apply this?'' That word *enough* is the catcher. It implies that (1) they are needed, (2) that the customer's supply may be exhausted, (3) if he doesn't have them at home he may have to make another trip to the store and (4) if he doesn't have the applicators at all, he can't apply the medication conveniently.

That word *enough* is a key word. It is a lightning word. It can be used in many situations: ''Do you have *enough* blades?'' —''*Enough* cotton?''—''*Enough* nail polish remover?''—''*Enough* tissues at home?'' That word *enough* should be a part of the sales vocabulary of every sales-person in your store.

Choosing the right words—and every one of your salespeople has the resources within to do that if you but give them the direction—choosing the right words simply means that you pick out a product characteristic. The customer always wants to know, ''What will this do for me?'' Therefore, *tell* what a product will do for him—and it can be done in one sentence, in a few seconds time. ''A vaporizer moistens the air in a baby's room, lubricates the breathing passages, eases coughing and, in addition, *you* will sleep better too.'' What customer wouldn't listen to that and take notice. Or, ''These sunglasses filter out the harmful rays of the sun, they *don't* just darken your vision.'' Isn't that better than merely saying, ''Have you seen our stock of sunglasses?'' These statements describe the product in terms of what the customer would like to hear. Of course, they can be embelished after the customer asks questions as to price, styles, etc., but, essentially the statement has created interest and desire.

So impress upon your salespeople never to just mention a product. Always hold out a promise, ''These decongestant cold tablets will clear your head and you'll breathe . . .'' ''These corn pads relieve pressure . . .'' If the purpose of your making a suggestion is only to ring up an extra sale, it won't work. Then it becomes obvious. The only reason for suggesting anything is for the good of the customer. In this way, it does not look as if you were merely interested in trying to tack on one more purchase. You are giving the impression that you have the customer's interest at heart—and you *do*. If you just ask, ''Anything else?'' and the customer answers ''No,'' the transaction is finished.

Then, there's the matter of selling large sizes—definitely a policy that should originate from the Top of the Store. But large sizes must be sold in the right way. Avoid asking, ''Large size?'' This is high pressure, even if it takes only a second or two to say—because the suggestion is made strictly for the store's benefit and not the customer's.

Instruct your clerks always to point out the saving: ''This large size saves you 60 cents . . .'' or ''This large size gives you almost three times as much and costs you only 81 cents more.'' ''Will the small size be *enough*?''—that word enough, again. There are many ways your salespeople can present large sizes *in one sentence* by showing the advantage to the customer. Customers are flattered when you tell them about large sizes because it puts them in the category of big buyers. If you demonstrate this technique, I'll guarantee that 50% of your small size sales will be converted to large sizes—and, with practice, it comes easy.

At the outset, the Top of the Store should instruct personnel to try Suggestion Selling on a few items—and the instruction should be by way of example and demonstration—''This is the policy of the store,'' you should say, and if you really believe in it yourself, so will your clerks.

Finally, after the customer has made a purchase you or your salespeople have suggested—and *while* you are wrapping the package up—always say something like this: ''You made a wise decision in buying that astringent . . .'' or ''You're smart to have taken the large size.'' This confirms the customer's judgment. If there was any question in the customer's mind that you were trying to sell him a bill of goods, a simple statement like that will dispel the illusion.

Now, when it comes to training clerks in

FUNDAMENTALS OF SELLING

the technique of Suggestion Selling, your first observation may be, "We can't do this in my store because we haven't got the time. Why, we don't even have time to put away stock when it comes in from the wholesaler, let alone spend more time with customers."

The answer is, it requires no more time. It requires, first the idea and then the store policy. It requires no more time than the one or two minutes your clerks are spending with customers now. But the *idea* and the *policy* must come from you. It is basically a difference in *technique* in serving the customer, rather than spending more time with him. You cannot separate training and technique. No clerk has this native ability. The direction must come from you.

Of course, such lines as Prescription Accessories or Convalescent Aids are different. In these categories, the customer expects to be able to spend time with salespeople and they must be prepared to deliver the goods.

Another observation you may make is, "How can I expect my clerks to sell when there is nothing in it for them—when I neither pay a P.M. or a bonus for extra sales?" The answer is, a P.M. is not necessary to train a clerk when selling is part of the policy of the store—not any more than the need for extra compensation when the store is opened at the prescribed hour—or seeing to it that the cash registers are checked out at night.

Customer service, and that includes Suggestion Selling, should be just as much a part of your store policy as all the other things you take for granted. And if you take selling for granted, as a store policy from the *Top*, your clerks will, too.

Remember, most clerks want to be knowledgeable. They take *pride* in being considered experts in drug store merchandise. They *want* to exhibit this knowledge to customers. It was that way in the olden days, when a clerk was proud to be called "Doc." It is no different today. But they must first have the direction from you. They will never think of it themselves.

Of course, you can't be niggardly about it If you see a clerk doing an exceptional job and is conscientiously trying to make sales, he should be rewarded. I am not talking about department stores where it is common practice for a cosmetic girl to push a particular line because she is subsidized by the manufacturer. I am talking about full-time employees in drug stores, whether they are cosmetic girls, pharmacists or apprentices.

Then, the last observation you may make is "My store is wholly self-service. Personal service by salespeople is impractical with my way of doing business." The answer is that related product selling is not incompatible with self-service. In stores converted to self-service, Suggestion Selling is more important, not less.

Self-service is not an end, but only the means to an end. It is primarily a device for bringing more customers into the store by promising greater convenience. For once a customer has made a selection from self-service shelves, it becomes evident what related items to suggest—to mention the economy of large sizes—or to sell the special on display at the check-out counter, even if the check-out counter is only the former wrapping counter.

All these things start at the Top of the Store. When *you* know how to do it—when you demonstrate the *way* to do it—when you, the Top of the Store, believe in it yourself, then your clerks will follow the pattern as a matter of course.

There are one or two exceptions. It is somewhat difficult to inspire the older employee when it comes to clerk training. He is more or less set in his ways, he may have been a previous drug store owner who takes a dim view of the retail drug business in general, or he may be a relief man who couldn't care less. These people possess product knowledge, all right, and it is communicated to customers if it is extracted from them, but apathy and indifference could better describe their attitudes.

It is possible, however, to inspire these older cases with a little different approach. You can draw them out. Ask, for example, what Rx Accessory he would recommend for, say, an antibiotic prescription—or inquire whether he ever suggests urine testing products to customers who come in for in-

(Concluded on page 32)

sulin—or disposable syringes to be used on occasion. You can play on their professional knowledge and broad experience to emphasize the theme, "This is how we do it in *this* store. . . ," without actually trying to teach an old horse new tricks.

Clerk training, which involves Suggestion Selling—and presented in a dignified manner by well-trained salespeople—is not necessarily inconsistent with the maintenance of a proper professional atmosphere. Remember, pharmacy is both a business and a profession. But where do you draw the line between suggestion and counter-prescribing? You draw the line where it comes to health advice. Recommendations to replace that of a physician's, or the dispensing of self-prepared medication in place of established, branded items can never come under the head of "Good Business."

If a customer comes in for a diarrhea remedy and the salesperson states which, in his opinion, is the best product for the purpose—and this opinion is founded on product knowledge—that is the salesperson's function. Or, if a customer desires to make his own diagnosis of a simple disturbance, he is entitled to the best advice you can give him.

But when a customer tells you about *symptoms*—and you ask questions as a further aid to diagnosis—then you are on dangerous ground. The best advice you can give is for him to see a physician.

We all know, by this time, the mental image the consumer has of the drug store. It was a good image, even though the smell of it disappeared when we stopped making citrate of magnesia. With medicare and medicaid—with the food operators and the discount stores—with union dispensaries and government intervention into pharmacy at all levels—the role of the clerk as a customer contact is more important than ever before.

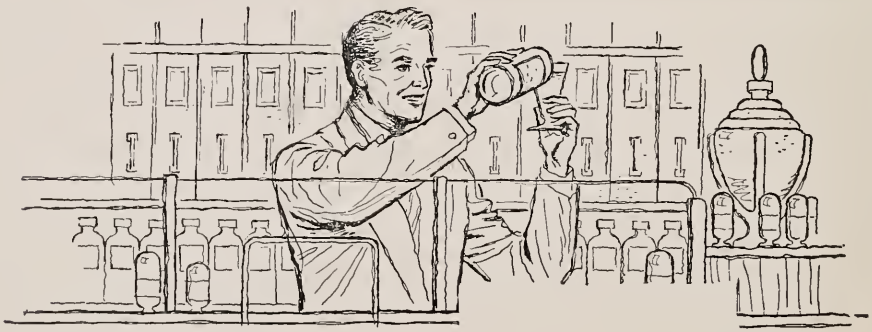
You might say, "I already *know* more than I am putting into practice in my store." But we have got to get back to fundamentals if we are going to bridge the void competition has created for us.

Clerk training, then, becomes not a specialized requirement left only to the experts—or the suggestion that you are the boss and what the boss says goes. It becomes a *policy* and a *philosophy* of the store. It must be an image—and the Top of the Store spells out this image. And if it is the image from the *Top*, it most certainly will seep down to the bottom.

Your attitude, then, becomes not a directive—not an order—not a threat—no promise of reward. It becomes a catalyst. And once this catalyst takes effect—once your salespeople taste the fruit of accomplishment to the King of the store, the customer, the results are inevitable. The Top of the Store attitude in more dedicated and more knowledgeable salespeople may well be your salvation.

SALES SENSE, A MONTHLY SALES TRAINING BULLETIN FOR DRUG STORE SALESPEOPLE, IS PUBLISHED BY THE SALES SENSE PUBLISHING COMPANY, 8 BUSH AVENUE, PORT CHESTER, NEW YORK, 10573.

FOR SUBSCRIPTION RATES, WRITE DIRECT TO THE COMPANY.

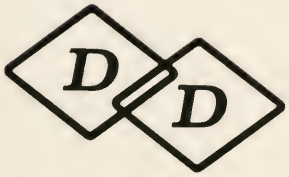


DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071



All Winners

North Carolina winners of Purdue Frederick Company's "Senokot Merchandising Idea Contest" include the following:

M. W. Burroughs of Aberdeen, Charles A. Reaves of Asheboro, Robert L. Tripp of Ayden, Jessie Putnam of Bessemer City, C. P. Meroney of Columbus, Floyd M. Lasater of Durham, William L. Johnson, Jr. of Franklinton, Rudolph L. Johnson of Hendersonville, Clifton S. Brinkley of Kernersville, Jimmy R. Raitheock of Mt. Gilead, H. C. Reaves, Sr. of Pinehurst, William W. Morris of Rutherford College, Marion Hamilton of Salisbury, Thomas E. Curtis of Waynesville, and John C. Bullock, Jr. of Wilmington.

Albemarle: Albert Lowder, P. D. Quackenbush, John R. Gore, Thomas M. Yost and Allen Sinclair.

Charlotte: Nicholas A. Cresanta, S. P. Birkitt, Kenneth R. Poston, J. M. Spoon and W. V. Protor.

J. F. Jochems and Ernest Porter, Jr. of Concord; Richard S. Bunn and J. E. Sparks of Elizabeth City; B. C. Brooks and L. E. Reaves, Jr. of Fayetteville; Johnny H. King and D. P. Franzen of Greensboro.

Kannapolis: Joe Reese, W. Smith, W. C. Lewis and E. H. Williford, Jr. Horace Lutz, Jr. and Edward F. Swann, Jr. of Hickory; C. M. Gardner and John T. Gardner of Mooresville; Calvin E. Nichols and Winfred A. King of Mt. Airy; Edward P. Hood, William R. Matthews and Lee R. Bell of Raleigh.

Statesville: Fred W. Lowry, Quint H. McCoy and A. Lyle Davis.

Winston-Salem: John W. Andrews and James F. Lowder.

Hamrick Presides

C. Rush Hamrick, Jr., president of the Federal Wholesale Druggists Associated, presided recently at a mid-year meeting of the association in New York.

George C. Straayer has been named Executive Vice President of FWDA, effective July 1.

JIMSON WEEDS

BY JIM HARRISON

"Keep Thy Tongue From Evil, and Thy Lips From Speaking Guile."—Psalms

Our beautiful language is rapidly becoming oralized. Communication and education may eventually be completely oral and visual. This is to be mournfully regretted because it is probable that the printed word will almost certainly be degraded into corruption for the simple reason man tends to write as he speaks.

As beautiful as is our language, we must still acknowledge that it verbalizes poorly. It is monotonously drab and almost wholly lacking in melody. This is almost entirely compensated by the shining beauty of the printed word. For hundreds of years the spoken word dominated the written word because the number of people who did not and could not read or write outnumbered those who could. That our language was preserved for us as a priceless heritage is all the more remarkable because those who orally communicated would not allow its purity to become diluted. Even the ancient Greek, Latin, and later the Romance languages did not destroy its Anglo-Saxon substance but did enrich it into added beauty, then seeded it with roots so fertile as to give it enlarged and more versatile meaning.

Our language, by its very malleability, can and does contain vast literary treasures. Witness the picturesque vividness of John Mark, the pastoral beauty of the Book of Ruth, the spiritually allegorical and ardent amourousness of the Song of Solomon, and the reportorial exactitude of Moses as he spun the story of the Creation in less than a thousand words.

Even in the coining of new words our language is so malleable it may and frequently does enwrap a slang term into vivid and onomatopoetic usefulness.

Vocal abuse of our language is certain to corrode its substance and blunt its precision. Its mispronunciation has gone quite beyond the liberties of vernacular and has become so ugly as to infuriate the purist into frustration and dejection. The guidance of dictionaries, except possibly the older Oxfords, is being ignored as if speakers are dismissing these once treasured texts as obsolete and are egocentrically rewriting their own quite different guidelines to pronunciation.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinos Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

Educators, announcers, oral communicators—even scientists are guilty of ignoring the simple elementary rules and techniques of grammar. Business executives are also offenders, but the worst are the public servants who administer government regulations as if they are determined not to communicate but to obscure and hide the actions of the government. Muddled writing comes from muddled thinking.

These offenders who either corrupt the substance and the expressive media of our language and also clothe it in pronunciation not justified are guilty of bastardizing our rich literary heritage. Too, it is an attack on literacy not to be tolerated if we want clarity, want to understand and be understood, and do not want our language to be harmed.

We should dread the day when the word "ought" or "aught" is written as "ot," or "law" as "lah," or "oil" as "oi-el." Just as ugly is "pome" for "po-em," or "skoul" (as in would) for "school." As of now, there is doubt as to the meaning of this example: "Mod 's dotter wocked over the lon at don on a day in Oggust to borrow a cup of oiel. Returning by the Odditorium by otto, she sah an ottherized replay of a bol game where the pitcher wocked foive and bocked twice."

Some of us will never become accustomed to this injury to our language which is being treated with indifference by those entrusted with communicating to us. But to them, there is no injury as perceived by them. To them it is now commonplace. The coming generations of Americans will reap the illiteracy of the sterility of a once virile and beautiful language.

* * * *

What has this to do with the pharmacist? Nothing, except perhaps to warn him not to vocally abuse his language nor to harm it in its written form as he communicates with his customers and with his allies in the healing arts.

Open House for O'Hanlon-Watson

Formal opening of O'Hanlon-Watson Drug Company's new building in Winston-Salem was observed with open house on June 18.

Pharmacists, customers, suppliers and friends from all areas of the state attended the opening. Thomas C. Clark is manager of the drug firm. Some months ago he succeeded James M. Darlington, now retired, as manager.

Public Auction

The personal belongings of Clyde and Paul Eubanks were sold at public auction in Chapel Hill on June 23-24.

The auction was conducted as part of an estate liquidation. Mr. Clyde Eubanks died several years ago and his son, Paul, passed away in early May, 1967.

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

UNC PHARMACY SCHOOL NOTES

George B. Griffenhagen, editor of the *Journal of the American Pharmaceutical Association*, and Paul Lane of the Welfare Administration, Department of Health, Education, and Welfare, visited the School of Pharmacy Friday May 19 to discuss the proposed training of Cuban refugee pharmacists.

A $34,250.00 grant has been awarded by the Z. Smith Reynolds Foundation, Inc. to the North Carolina Hospital Education and Research Foundation for a program to assist in the development of pharmaceutical services in nursing homes in North Carolina. The program will be under the direction of Fred Eckel, Instructor of Hospital Pharmacy in the School of Pharmacy. This program will be integrated with the Plan of Assistance to Develop and Improve Pharmacy Service in North Carolina Hospitals. The latter program is also under the direction of Mr. Eckel.

Miss Kathyrn Freeman, Pharmacy Librarian, attended the annual meeting of the Special Libraries Association in New York City May 28 through June 2. The recently organized Pharmaceutical Division met for the first time to discuss problems of particular interest to pharmacy librarians.

Dr. William E. Hall, Assistant Professor of Pharmacy, has received a grant from the North Carolina Pharmaceutical Research Foundation for a study on "Competitive Binding of Drugs to Serum Protein." The ultimate purpose of this study is to develop new dosage schedules for persons taking several medications at the same time.

The William S. Merrell Co. has made a three year grant to the School of Pharmacy for a biopharmaceutical project on Sustained-Release Injections. The grant will support the work of Ronald Kudla under the direction of Dr. Albert M. Mattocks, Professor of Pharmacy.

Professor Albert M. Mattocks presented two talks at the Hospital Pharmacy Seminar in Ann Arbor, Michigan June 7. Titles of the talks were "Philosophy of Control in the Hospital Pharmacy" and "The Role of the Official Compendia in Formulation, Production and Control in the Hospital Pharmacy."

On May 17, Dr. C. J. Cavallito and Dr. George P. Hager were interviewed by Ted Dassett of WTVD on the "Cost of Drugs." The interview was recorded for telecast.

On May 18, Dr. C. J. Cavallito gave the first lecture in a series to the Greensboro Society of Pharmacists. Dr. Cavallito spoke on "Food and Drug Interactions." Approximately fifty pharmacists from Greensboro, Burlington, and vicinity attended the meeting.

Dean George Hager attended the final meeting of a Panel on Education and Supply of Health Manpower (of the National Advisory Commission on Health Manpower Resources). The meeting was held in Washington, D. C. on May 18.

Dr. C. J. Cavallito appeared on a program of the Drug Information Association in Philadelphia May 25-26.

Dean George P. Hager spoke to a sociology class of the Chapel Hill High School on "Narcotic Addiction and Drug Abuse" on May 26.

Edward D. Sumner, Assistant Professor of Pharmacy at the University of Georgia, visited the School of Pharmacy June 6, 7, and 8. Dr. Sumner received the Ph.D. degree from the University of North Carolina in June 1966. Mrs. Sumner and their daughter Melissa accompanied him on his visit.

Dr. K. Nador, Director of the Drug Research Section in the Institute for Experimental Medicine of the Hungarian Academy of Science, presented a seminar in Beard Hall on 16 June. Dr. Nador is well known for his research and writings in a number of fields of Medicinal Chemistry. His recent interests have particularly related to the design and synthesis of compounds acting on the cholinergic system. The title of the seminar was "Structure-Activity Relationships Among Cholinergic Blocking Agents Related to Tropine."

Mr. Fred M. Eckel discussed "Legal Implications in Handling Drugs in Hospitals" with District I of the North Carolina Hospital Association May 17, and with District IV June 2. He presented a talk on "Safety Practices in Drug Handling" to the nurses at the North Carolina Orthopedic Hospital in Gastonia May 31, and to the nurses at Lula C. Hoots Hospital in Yadkinville June 7.

Mr. Eckel discussed "What is a Pharmacy Consultant" at a seminar in Concord, New Hampshire, June 3.

Xi Chapter of the Rho Chi Society held its final meeting of the academic year on May 18. Officers for the coming year were elected: Timothy R. Kroboth, President; George W. Moore, Vice-President; Nancy Adams Musselwhite, Secretary-Treasurer; and John Stancil, Historian.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

For eighty-two years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Gilpin Adjusts Drug Recall Service Policy to NWDA Suggestions

The Henry B. Gilpin Company has adjusted their previously announced Recall Service Schedule, which becomes effective July 1, 1967. James E. Allen, President of the 122-year old firm which operates full service wholesale drug houses in Baltimore, Dover, Norfolk, and Washington, stated that his organization respects the study and analyses of the National Wholesale Drug Association and is sensitive to our opportunity for full cooperation with our customers, suppliers, and government agencies, and we are prepared to share the cost of effecting recalls in response to specific requests from our suppliers in accordance with the following terms.

In response to written requests from the manufacturer, Gilpin will search for and collect the recalled drug from the field for a fee of $1.35 per customer for each drug of a specific size and strength, regardless of the number of units. The charge for a documented copy of each customer's return will be 15 cents. Credit to Gilpin from the manufacturer is to be at the retailer's invoice price.

Regarding regular inventories in each Gilpin Division, the return or disposal of recall products will be serviced for a fee of $25.00 per product, per Division, regardless of quantity. Credit to Gilpin from the manufacturer is to be at the manufacturer's invoiced price to the wholesaler.

All transportation costs will be charged to the manufacturer. Partially filled containers will be considered as full units.

While recognizing that these charges will not cover the total expense involved for this timely service, Mr. Allen stated that Gilpin will continue its long term policy for responsible action to meet the needs of our customers and suppliers for economical distribution of drugs with reliable accounting and control.

Registered By Reciprocity

Sams, Martin (from New Jersey)
Flood, Thomas Vincent (from New York)
Blackney, Boyd R. (from North Dakota)

Mr. and Mrs. Nick Holland are announcing the birth of Nicholas Vedder Holland III, June 21, 1967. Mr. Holland, member of the 1966 class of UNC School of Pharmacy, is with Glen Lennox Pharmacy of Chapel Hill. The Hollands have two other children, a daughter, and another son.

Mr. and Mrs. Gene Brown are announcing the birth of Eugene Glenn Brown III, born June 23, 1967. Mr. Brown, member of the 1966 class of the UNC School of Pharmacy, is with Henriksen Pharmacy, Wilmington.

A daughter, Patricia Ann, was born June 25, 1967 to *Mr. and Mrs. Herbert J. Hames* of Kannapolis. Mr. Hames, alumnus of the University of South Carolina, is with E. R. Squibb and Sons. The Hames have two other children, Annette, aged $4\frac{1}{2}$, and Herbie, $2\frac{1}{2}$ years old.

Weddings

Charles Michael Whitehead, 1967 graduate of UNC School of Pharmacy, and Patricia Gail Vaillancourt of Swannanoa, were married Sunday, June 18 in the Saint Margaret Mary Church of Swannanoa. Mr. Whitehead is associated in the operation of the Ramseur Pharmacy with his father, Charles Raymond Whitehead. The couple will make their home in Asheboro.

Leon Stokes Walker, 1964 graduate of UNC School of Pharmacy, and Miss Emily Ann Glover were married June 4 in Mills Homes Baptist Church. Mr. Walker is manager of Mann's Drug Store #2.

Graduates of UNC School of Pharmacy *Miss Mary Frances Johnson* and *David Ellison Neal*, were married June 18 at Center Methodist Church of Concord. Mrs. Neal is with Medical Center Pharmacy of Concord, and Mr. Neal with Pike's Drug Store of Locust.

Miss Susan Gertrude Gretz of Hendersonville and Charles Ronald Aycock of Wilson were married June 10th in the Holy Trinity Lutheran Church of Chapel Hill. Mrs. Aycock, member of the 1967 graduating class of the UNC School of Pharmacy, will be associated with Bissette's Drug Store of Wilson. Her husband practices law in that city.

Miss Susan Malcolm Tate of Banner Elk and *John Bynum Taylor*, 1967 graduate of UNC School of Pharmacy, were married June 10th in the Banner Elk Presbyterian Church. The Taylors will live in Banner Elk where he is with Cannon Hospital Pharmacy. Mrs. Taylor is a graduate of St. Andrews Presbyterian College, where she majored in religion and Christian education.

Miss Bonnie Claire Butler, 1967 graduate of UNC School of Pharmacy, and *James Spencer Matthews*, 1966 graduate, were married June 24 in the First Presbyterian Church of Gastonia. Mrs. Matthews will be with Butler and Carroll Drug of Dunn, and Mr. Matthews with Matthews Drug Store, Clinton.

Roy Patton Rabb II, 1964 graduate of UNC School of Pharmacy, and Miss Alma Jeanne Huntley of Charlotte, were married June 18 at Park Road Baptist Church of Charlotte. The couple will live in Miami, Florida where Mr. Rabb will be associated with Standnick Drugs of Miami Springs.

Deaths

E. H. SMITH, JR.

Edwin Harrison Smith, Jr., Tarboro pharmacist, died on July 1, following a heart attack.

Born July 15, 1918, Mr. Smith was a 1941 graduate of the UNC School of Pharmacy. He had been associated with the Thorne Drug Company of Tarboro since 1955 and prior to that, was employed by Matthews Drug Store of Rocky Mount.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

PHARMACIST WANTED—No Sunday work. Above average salary, paid vacation, hospitalization, five holidays yearly. 45 hour work week. Ideal working conditions. Write or call: Johnnie L. Rummage, Drug Centre, Inc., Albemarle, N. C. 28001. (Tel. 982-9158)

FOR SALE—Modern and complete Rexall Franchised full facility. Excellent shopping center location in North Carolina city over 50,000. Owner anxious to sell and wants an offer. Details in our office. Southern Company, Inc., 502 Wilder Building, Charlotte, N. C. Tel. (704) 332-1145

FOR SALE—Complete set of fixtures, including fountain, cash register, etc. Contact Elmo McCorkle, Medical Center Pharmacy, 274 Graham-Hopedale Road, Burlington, N. C. Tel. 227-7493.

FOR SALE—Due to death of pharmacist owner, well established, profitable pharmacy with excellent future potential. Call or write Mrs. H. E. Lovett, Liberty Drug Company, Liberty, North Carolina.

PHARMACIST—Available for summer and fall relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, North Carolina. Tel. (919) 286-1192.

FOR SALE—A well established pharmacy in a prime location near post office, in Central North Carolina town with large weekly payroll. Or will discuss 50/50 partnership with an experienced pharmacist. MTJ-PH.

NOW AVAILABLE—A proven traffic builder for drug stores. Retail 212 types of TV and radio tubes at $1.29 each. Tester provided. 41% profit. Details from: B and B Products, Route 2, Box 216, Mooresville, N. C.

Safe Taken

In a June 8 breakin at Bissette's Drug Store, Rocky Mount, a small safe containing more than $500 in cash was taken. Also missing was a cash box and Poloroid cameras.

New Mallinckrodt Plant for Raleigh

Mallinckrodt Chemical Works has announced plans for a new pharmaceutical plant to be built near Raleigh.

Harold E. Thayer, president of Mallinckrodt, said the new plant will include facilities for tableting and liquid manufacturing lines, parking, warehousing, quality control laboratories and offices.

The plant will be constructed on company property nine miles north of Raleigh. Last year the company located a new chemical facility on the Raleigh property.

Pharmacies Closed

(1) Walgreen Drug Store, 218 South Elm Street, Greensboro

(2) Brown Drug Company, East Walnut Street, Goldsboro

(3) Mann's Dependable Drug Store, 440 South Main Street, Burlington

(4) Cedar Cliff Pharmacy, 1623 Vaughn Road, Burlington

(5) Palace Pharmacy, 783 Haywood Road, Asheville

(6) Boone Drug Company, 100 W. Parrish Street, Durham

(7) Patterson's Stratford Pharmacy, Winston-Salem

(8) Catawba Drug Company, Catawba

(9) Beverly Hills Pharmacy, Asheville

(10) Johnson's Drug Store, 318 N. Elm, Lumberton

THE MEDICARE PROGRAM *WILL* MEAN MORE PROFIT FOR YOU.

If you have a complete Convalescent Aid Department

The profit opportunity of a lifetime! Low investment—Big ticket sales—High profit—No cut price competition.

Make your store a one-stop center for Convalescent Supplies including Wheel Chairs, Beds, Walkers, Commodes, etc.

Promotional and display materials are available upon request.

See our representative now so that you will be ready to participate in this profitable business.

OWENS, MINOR & BODEKER, INC.

1010 Herring Avenue
Wilson, North Carolina

Attention!

STUDENT SUPPLIERS

BUY YOUR

BACK TO SCHOOL

NEEDS

FROM

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII August, 1967 Number 8

LIBRARY

AUG 4 1967

Three of the 1967 NCPhA Convention speakers are shown above, left to right, Donald E. Baker, Senior Pharmacist and Drug Consultant, HEW; Fred M. Eckel, Director of Plan of Assistance (Hospital Pharmacy); and Russell R. Chambers, Former Director of Medical Services, N. C. Department of Public Welfare. PHOTO BY COLORCRAFT CORPORATION

These attractive Pages helped to expedite the various convention functions in Winston-Salem: left to right, Mesdames John Wilkinson, J. A. Sitison, Jr., Terry Smith, Harley Smith and Frank O'Neil. PHOTO BY COLORCRAFT CORPORATION

when summer fun exposes them to sun, recommend Lotion Surfadil® to your customers

SOOTHING relief of minor sunburn and itching of nonpoisonous insect bites, poison ivy, poison oak, and minor skin irritations.

CONVENIENT flesh-colored, nonstaining lotion spreads easily and will not rub off on clothing when dry.

ATTRACTIVE consumer-tested package creates impulse sales for you.

Additional information available upon request.

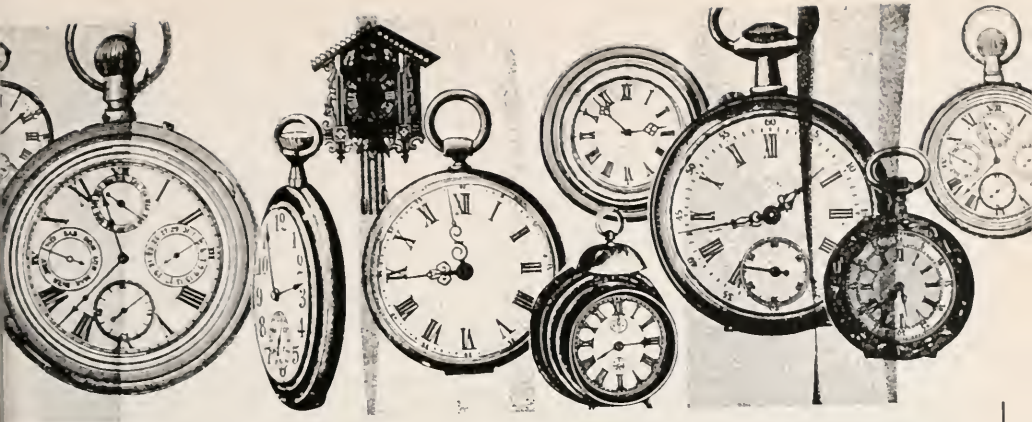
Surfadil®

Cyclomethycaine and Methapyrilene

Eli Lilly and Company, Indianapolis, Indiana 46206

Lilly

700788



The time is now...

TO MAKE YOUR PLANS
TO ATTEND

"THE JUSTICE HOLIDAY GIFT SHOW"

SUNDAY — MONDAY — TUESDAY

AUGUST 20 — 21 — 22

IN THE
COMPLETELY AIR CONDITIONED
GREENSBORO AUDITORIUM

Show Hours—2:00 P.M. Until 9:00 P.M. Each Day

Dinner Served From 6:00 P.M. Until 7:00 P. M.
Each Day

— Daily Door Prize Drawings In Each Booth —

DAILY GRAND PRIZE DRAWING

— Show Grand Prize Drawing At End Of Show —

A BIGGER AND BETTER SELECTION OF
MERCHANDISE THAN EVER BEFORE

JUSTICE DRUG COMPANY
1201 VALLEY PARK DRIVE
GREENSBORO, N. C. 27420

The House of Friendly Service

Scott Drug Company

Service Wholesalers Since 1891

The Carolina JOURNAL OF PHARMACY

August, 1967

VOL. XLVIII No. 8

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Creech to Head NCPhA in 1968-'69	4
Plan of Assistance Expanded	4
What Can I Do?	6
Graduation Day for Class of 1967	11
"Free" Prescription Service	13
TMA News Briefs	23
UNC School of Pharmacy Notes	25
Open Letter	27
Institutional Pharmacy Practice	32
Jimson Weeds	35
Births-Marriage-Deaths	39
Classified Advertising	40

ADVERTISERS

Abbott Laboratories	22
American Druggists' Insurance Company	18
B. C. Remedy Company	12
Berryhill Fountain Sales	17
Davenport-Dillard, Inc.	38
Henry B. Gilpin Company	39
Justice Drug Company	1
Grant E. Key, Inc.	14
W. H. King Drug Co. and Associates	4th Cover
Lance, Inc.	19
Lederle Laboratories	26
Eli Lilly & Company	2nd Cover
McCourt Label Company	11
McKesson & Robbins, Inc.	34
Menley & James Laboratories	24
Nunnally Candies	37
Owens, Minor & Bodeker	3rd Cover
Ramsey Manufacturing Corporation	33
Reaco Products	32
Roche Laboratories	20-21
E. N. Rowell Company	29
Scott Drug Company	2
Sealtest Foods	36
Seeman Printery	30
Smith Wholesale Drug Company	18
Stanback Company, Ltd.	9
Upjohn Company	28
Washington National Insurance Company	31

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Creech to Head NCPhA in 1968-'69

James L. Creech of Smithfield has been elected president of the N. C. Pharmaceutical Association for 1968-69. He will be installed at the Association's annual convention scheduled for Greensboro, April 7-9, 1968.

Other officers-elect, who were chosen in mail balloting which has been underway for the past 30 days, are Earl H. Tate of Lenoir, first vice-president; B. Cade Brooks of Fayetteville, second vice-president; John C. Hood, Jr. of Kinston, third vice-president; and S. D. Griffin, Jr. of Burlington, currently serving as president of the NCPhA, member of the executive committee for a three-year term.

W. J. Smith of Chapel Hill continues as executive secretary and managing editor of THE CAROLINA JOURNAL OF PHARMACY.

David D. Claytor of Greensboro will be recommended by the Association for appointment to succeed himself as a member of the State Board of Pharmacy.

F. Herman Cline of Charlotte, C. C. Fordham, Jr. of Greensboro, Robert B. Hall of Mocksville and John T. Stevenson of Elizabeth City were elected directors of the N. C. Pharmaceutical Research Foundation.

President-Elect Creech is a graduate of the UNC School of Pharmacy and owner of Creech's Pharmacy, Smithfield. He is a past president of the Smithfield Kiwanis Club and a past master of the Masonic Lodge.

Currently, he is serving as first vice-president of the NCPhA and as a member of the Association's legislative and dues structure committees.

Active in the religious life of his community, President-Elect Creech is a past president of the Methodist Men, past chairman of his church's official board, a Sunday School teacher and past supt. of the Sunday School.

The mail ballot election was supervised by a committee consisting of Joe Barbour, Jr. of Burlington, chairman; Rowe Campbell, Jr. of Taylorsville, Donald J. Miller of Morganton, and Mrs. June Bush West of Raleigh.

Plan of Assistance Expanded to Include Nursing Homes

Meeting in Chapel Hill on July 13, The Hospital Pharmacy Plan of Assistance Committee was expanded to include representatives of the nursing home field as well as the legislative body of North Carolina.

For the past year the committee has exercised general supervision over a special two-year study and implementation of a hospital pharmacy project financed by a grant of $50,000 from three foundations.

A recent grant of $35,000 specifically designated for the development of pharmaceutical services in nursing homes necessitated an expansion of the committee to include representatives from this area of health services.

The three new committee members (pictured on next page) are W. Gordon Poole, Chief, Nursing Home Section, State Board of Health; Riley W. Clapp, President, North Carolina Association of Nursing Homes; and Senator John T. Henley, a pharmacist member of the General Assembly of North Carolina.

First action of the expanded committee was to employ an Assistant Director (see opposite page), who will work with Fred M. Eckel, Director of the combined project, in achieving these objectives:

1. To determine the specific needs for adequate and safe pharmaceutical services in nursing homes and related facilities in North Carolina.

2. To develop and evaluate effective methods of meeting the pharmaceutical needs of the nursing homes of North Carolina.

3. To orient nursing home administrators to the need for pharmacy service.

4. To recruit and orient pharmacists to provide an adequate pharmaceutical service to nursing homes in North Carolina.

The 1968 annual meeting of the NCPhA and Affiliated Auxiliaries will be held in Greensboro at the Voyager Inn, April 7-8-9.

To Direct Nursing Home Project

Donald C. McLeod has been named Assistant Director of a "Plan of Pharmaceutical Assistance" to North Carolina Nursing Homes.

In developing the program, which has been underwritten by a $35,000 foundation grant, Mr. McLeod will work closely with Fred M. Eckel. Mr. Eckel has been directing a closely allied hospital pharmacy project for the past year.

Mr. McLeod, a native of Pinehurst, graduated from the University of North Carolina in 1966 with a B.S. in Pharmacy. He was employed during the summers of 1964 and 1965 by N. C. Baptist Hospital and this past year was a hospital pharmacy resident at the University of Texas Medical Branch.

While in Texas, Mr. McLeod directed a project involving an intensive study of the pharmacist and his role in the patient-care environment. A number of papers originating from the study are scheduled for early publication.

George M. Stockbridge (left), Chairman of the Plan of Pharmaceutical Assistance, congratulates Mr. McLeod who has been named Assistant Director of a 2-year N. C. nursing home program. Stockbridge is Executive Secretary of the Health Planning Council for Central North Carolina.

Hospital Pharmacy/Nursing Home Committee—Left to Right, Claude U. Paoloni (N. C. Society of Hospital Pharmacists), W. J. Smith (NCPhA), W. Gordon Poole (Chief, Nursing Home Section, State Board of Health), Senator John T. Henley (General Assembly of N. C.), George M. Stockbridge (N. C. Hospitol Association), Fred M. Eckel (Director of Plan of Assistance), Riley W. Clapp (N. C. Association of Nursing Homes), and H. C. McAllister (N. C. Board of Pharmacy). Not present for picture: John T. Dees, M.D. (Medical Society of the State of N. C.) and William F. Henderson (N. C. Medical Care Commission).

WHAT CAN I DO?

By Drew E. Haskins, Jr., Past President
Tennessee Pharmaceutical Association

For generations Pharmacists have used these stock statements: I would help with the Chamber of Commerce projects, the United Fund Drive; I would go fishing, I would play golf, I would like to take life easier, or even semi-retire, but WHAT CAN I DO WITH THE STORE? For the next brief period, let us join in some possibilities for that store.

Let us think about the glamour of Management, the thrill of Expansion, and the satisfaction of successfully blending both—Management and Expansion. Perhaps in our discussion we can even speak of our goals of either semi-retirement or full retirement. I know we have many of the same interests: Like myself, you as a Community Pharmacist are acutely aware of Big Government, the Bureaucratic trend, tax reports, Medicare, rising costs and dwindling profits, to say nothing of the effort necessary to keep a competent Pharmacist.

Mr. James has indicated that he thought I have a story to tell about the managing and expanding of the Community Pharmacy. Community Pharmacy has been the central part of my every adventure since early high school days. My most pleasant memories and experiences have been Community Pharmacy oriented.

What kind of a man is this Community Pharmacist? It is my belief that the Community Pharmacist is a dedicated man who has learned to be very practical and realistic in his approach both to his business and to his relationship with the members of his community. As we review the past decade and analyze present conditions, we begin to understand the philosophy and caution of the average Pharmacist. Within the last decade he has learned to search for facts and live with doubts. He has been overlooked, by-passed, and even oppressed. He has passed through the Kefauver Age, only to meet head-on the confusion of generics and the challenge of Government and welfare programs, many of which are administered by personnel who have a limited knowledge of the cost of medical and pharmaceutical services rendered.

Yes, the Pharmacist has been referred to more often as a robber than a hero. He has been blessed with more critics than champions. During a professional pharmacy clinic held at Purdue University, Mr. W. H. Hoover, Consulting Pharmacist, Indiana Department of Public Health, pointed to a trend. He said, "More than 30 percent of ethical drugs are now being dispensed in hospitals and in another five years about 50 percent of the total drugs dispensed will be through hospitals." He further stated, "The hospital will soon be the most important source of drugs in the community." The April 1967 issue of Chain Store Age has a review of the results of chain store operations in 1966. Listen to these accomplishments: 1966 brought 4.69 billion dollars in gross sales, 48.3% of the retail drug sales, an average of $369,884 in sales per store, a ten-year growth of 101.2%. Today there are more than 130 chains operating five or more units which were unknown 10 years ago. Gentlemen, there is little wonder in my mind that the Community Pharmacist may have developed a few symptoms of confusion.

To illustrate the rapid change of conditions, go with me to the Carriage House at the Hermitage in Donelson, Tennessee. Here we find a carriage which was used by President Andrew Jackson to travel between Nashville, Tennessee, and Washington, D. C. A plaque there informs us the trip required a period of 30 days. Today our astronauts circle the earth 20 times in a period of 30 hours. Times have changed!

Often we hear a speaker romance about the "Good-ole-days." Even with this background material I have just presented, I contend the "Good-ole-days" are here and now. I am delighted to be a part of the Jet-Computer era. Today when we are confronted with Big Business, Big Government, and Big Everything Else, the manage-

ment and expansion of a Community Pharmacy can be a warm and interesting experience as well as an economically gratifying one. The time when successful management of the Community Pharmacy could relax at a round ice cream table and play checkers has vanished with other romances of the past. Today a Community Pharmacist should not expect to succeed by sheer serendipity. If we agree that in a majority of instances success is not purely accidental, then we have a reason to talk about our mutual interests in management and expansion. I will attempt an approach to Community Pharmacy from three directions:

1. Good Business Principles
2. Personnel
3. Expansion

In confronting you with some of the ideas, it will be necessary to make personal references to our pharmacies.

1. *Good Business Principles*

Good business principles are as necessary for a hardware store as for a drug store. They are as important in a small store as in a large store. We believe this is the very cradle of any business venture. It is here that we erase the difference between failure and success. Good business principles include such things as planned buying, auditing of invoices for errors and discounts, auditing of charges, delegating responsibility, proper pricing, etc. These are familiar points that are often by-passed in the rush of everyday routine. However, it is good to stop and make a check on our efficiency and procedures at frequent intervals.

2. *Personnel*

This poses one of the most interesting phases of Community Pharmacy management. It has been said that we are dealing with "a new breed of cats." I agree. What do you say or do when your Pharmacist tells you his only interest in your business is shorter hours and more pay? This attitude is not just peculiar to Pharmacy. My son asked a Pre-Med student about his interest in medicine. The reply was, "I have to make a living doing something and with the expansion of Health Programs, where can I do better?" It seems that some of my idealism has been shattered. When we need a new employee, we are much more careful with our screening. We hope to find an individual who has professional dedication along with vision so that he can be motivated in the direction of good professional and business ethics. We have found that a person of this type will accept responsibilities and discharge his duties in a manner to bring about good community relations.

Each month we have a breakfast that is attended by all of our Pharmacists. Here they are expected to make a report concerning their operation. They make suggestions and analyze where we have failed and where we have succeeded. This gives a time for the release of gripes and tensions and presents an opportunity for each man to become involved in the over-all management. You might say our Pharmacists or Managers become, in effect, a Manager Board of Directors. I am not naive enough to stand here and tell you that having breakfast together is all it takes to become successful, but I am bold enough to tell you to try these meetings and the encouragement of free discussions. I know you will learn much about your operation and enjoy more fully the pleasures you should be getting from the management of a successful Community Pharmacy.

3. *Expansion*

The Community Pharmacist has an excellent opportunity to expand his business. There is no fear in expansion because of the growth in population, the demand for quality health care, and the expectation that our stores will offer more products for better living. The Community Pharmacist is familiar with the area or community in which he operates. He can make decisions on the spot. Our organization has four units in the Greater Chattanooga area. We are well accepted as hometown folks. This gives us a definite edge over our chain competition. Our expansion has been over a period of years and has been kept within a general plan:

(Concluded on page 8)

WHAT CAN I DO?

A. *We have maintained our identity with our local wholesaler.*
Our wholesaler knows the trade areas. He can supply invaluable information and help with plans for the new store, such as design, stocking, and the grand opening. If one is worthy, the wholesaler may even allow 90 to 120 days' dating on promotional merchandise.

B. *We have maintained our identity with the local bank.*
Financing a new store is always important. Most new stores have a period of uncertainty. Proper financing can mean the difference between failure or success. (I'll leave the statistics to my good friend, Dr. Olsen.) When we talk of a new store, we meet with a committee from the local bank. These boys have a way of knowing! They are the best sounding board in town.

C. *We have tried to avoid emotional attachments.*
We try to make location a prime factor because we realize that even with limited personnel and equipment, success can be achieved if the location is right. If one isn't careful, he may become oversold on a location. Very often a developer or real estate agent can visualize more than a location is capable of producing. It takes volume to support a successful operation. Emotional attachments will not pay the rent.

Now that we have briefly touched on the major points of good business principles, personnel, and expansion, we go back to the original question of "What can I do with the Drug Store when I want some time off or get ready to retire?" In our organization we have used a plan which my attorney calls *unusual* and *unorthodox*. Even after this tart evaluation, I have learned he has used variations of our plan in preparing contracts for other businesses. We choose a manager and offer to sell him a 10 percent interest in the store at an agreed figure to be paid for out of a bonus for management. The bonus usually amounts to about $125.00 per month and this is applied at the end of the year to his balance. He does not receive any profit sharing until his 10 percent has been paid in full. When the 10 percent has been paid, then the profits from this 10 percent are applied toward the purchase of an additional 15 percent as is the bonus. The original 10 percent purchase was interest free; however, the additional 15 percent at book value has interest added at the going bank rate. Finally, when the total 25 percent interest has been paid for, we stop the bonus and share the profits on a 50-50 basis before taxes. This plan is working well in all of our stores. We expect our man to give a little more than 40 hours to the store and offer leadership to our community organizations. It is my belief that a man should return a dividend to the community that provides for him the opportunity to earn a good living and build an investment.

Pasteur said, "Chance favors the prepared mind." If we prepare properly by choosing the right locations, if we use good business principles in our operation and select capable personnel who are anxious to join in the responsibilities of Management, then our success, our future, and even our retirement, are assured. We have answered our question; there is no problem concerning "What can we do with the Drug Store?"

A "Fuller" Education for Jehan

Jehan Lejeune, a foreign exchange student from France, left for home on July 1 after spending a year with the Edwin R. Fullers of Salisbury.

Jehan's reaction to his twelve months stay in Salisbury was the subject of a feature article appearing in the July 2 edition of the Salisbury Post.

The Americanization of Jehan could not have been under more favorable conditions —living with The Fuller Family. Perhaps someday he and others like him will aid in returning France to the neighborhood of nations.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

GRADUATES, SCHOOL OF PHARMACY, UNIVERSITY OF NORTH CAROLINA, JUNE 5, 1967

Graduation Day for the Class of 1967

Graduates of the School of Pharmacy, University of North Carolina, Class of 1967, are shown on the opposite page. The Class, with 56 members, including an August 1966 and a January, 1967 graduate, received their degrees on June 5.

Chung Il Hong was awarded a MS degree in Medicinal Chemistry and a Ph.D. degree in Medicinal Chemistry was conferred on Chung Sook Kim.

The Class includes a "first," beginning in 1898. Miss Mona Yvonne Boston of Lillington (front row, 7th from left) is the first member of her race to graduate from the School of Pharmacy. She has been accepted for internship at Mt. Sinai Hospital, New York City.

Charles Nolan Adams, Jr., Chapel Hill; Dorothy Carolyn Allen, Benson; Anthony Dwight Batts, Wallace; Edgar Lassiter Baugham, Jr., Graham; Robert Earl Baxley, Laurinburg; Mary Lynn (McCranie) Bell, Chapel Hill; and Mona Yvonne Boston, Lillington.

Rita Lee Bowman, Chapel Hill; Connie Baxter Brogden, Garner; Harrel Dean Bryan, Durham; Bonnie Claire Butler, Dunn; Stephen Wayne Cagle, Henderson; Angela Carabateas, Charlotte; Martha Irene Catoe, Monroe; and Worth Thomas Coble, Jr., Lumberton.

Robert Wesley Cotten, Fuquay-Varina; Jerry Carl Davis, Smithfield; Patsy Ann Dunn, Durham; Stephen Monroe Freeman, Elkin; Susan Gertrude Gretz, Wilson; James Ray Hall, Chapel Hill; Donna Lee Hartman, Sellersville, Pa.; William P. Horne, Jr., Hamlet; James Stephen Kennedy, Shelby.

Philip Howard Logan, Shelby; Edward Lenoir Lowdermilk, Chapel Hill; Robert Buford Lowe, Lenoir; James Dale Massey, Waynesville; Lawrence Craig Meads, Greensboro; Gerald Lloyd Medlin, Wilmington; Howard Mitchell Michael, High Point; Thomas Marion Moore, Wilmington; and Jack Ledwell Morgan, Jr., Clarksville, Virginia.

Michael Monzo Morris, Raleigh; Charles Earl Myers, Chapel Hill; Judith Karen Nelson, Hillsdale, N. J.; Judie Wayne Phillips, Hayesville; David Kendall Rickelton, Charlotte; Clyde W. Robinson, Jr., Winston-Salem; Ellon Grace Seawell, Greensboro; Margaret Elliott Shaw, Durham.

Nellie Jane Silver, Chapel Hill; Charlotte Jacquelyn Smith, Charlotte; Larry Elvin Smyre, Lincolnton; Horace Dean Steadman, Jr., Rockingham; Robert Nathan Sykes, Jr., Smithfield; John Bynum Taylor, Boone; and Mary Gray Teague, Fayetteville.

Andre Townsend Tennille, Kinston; John Bruce Tinkler, Lincolnton; Needham Eldon Ward, Raleigh; Charles Michael Whitehead, Ramseur; Robert Douglas Wilkerson, Charleston, South Carolina; Mark Oliver Williams, Morganton; Barbara Ann Willis, Charlotte; David Marion Young, Hendersonville; and Ronald Edwin Young, Chapel Hill.

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians Rx Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

"FREE" PRESCRIPTION SERVICE

Pharmacist Donald Peebles, a member of The American College of Apothecaries, relates his experience with the OEO Neighborhood Health Center Rx Program. While none of these Rx centers are in operation in North Carolina, some are planned for nearby states.

My purpose here today is to tell you about the particular brand of Socialized Medicine that is being "Test Marketed" in Denver at this time. I am sure most of you have heard "Medicare" referred to as the "Foot in the Door" for Socialized Medicine. What we now have in Denver and what all of you are helping to pay for through Federal taxes, is the "Wide open door" to Socialized Medicine, the only contribution of free enterprise being to pay the bill.

Through the press and other media, this project has been sold to the community to the extent that for anyone to question a single thing in connection with it is almost like criticizing God and motherhood.

On March 23rd of this year, one man did however raise his voice publicly. Dr. Francis Candlin, senior member of the Denver Board of Health and Hospitals, under whose jurisdiction the Neighborhood Health Center operates, resigned from the Board and issued this statement in part.

He accused Mayor Currigan of "using Denver as a trial balloon for (President) Johnson's Great Society health program for political purposes.

"The exploitation of the practice of medicine as a guise for helping the so-called medically indigent has far reaching implications." He charged that no one has revealed that the full cost of these federally supported programs "must be borne by the taxpayers of this community five years from now and that this future burden may be as great as our entire health budget for Denver today." Dr. Candlin said that he meant by this that Denver's federally supported health programs would continue to receive diminishing federal support each year until they would of necessity be entirely supported by local taxes.

Dr. Sam Johnson, Denver Director of Public Health, who was primarily responsible for the existence of the program said however, "We have evidence that federal participation is increasing each year rather than decreasing."

THE NEIGHBORHOOD HEALTH CENTERS AND THE WAR ON POVERTY —WHAT THEY ARE: HOW THEY OPERATE AND WHAT THEY PORTEND FOR OUR FUTURE. Although I am sure you would find the details interesting, the press of time dictates that I must give you a "Bare Bones" type of presentation on this subject.

Before getting into this I would like to establish a few "Bench Marks."

1. Colorado like the other states, has the usual welfare plans for the aged, indigent and etc., such as old age pension, aid to dependent children and MAA.

2. My pharmacy is not located in an area directly affected by the presently operating Health Center or in an area of one soon to open. My interest has come through being an officer of the Denver Area Drug Association and a member of the Colorado Pharmacal Association, both of which organizations are vitally concerned.

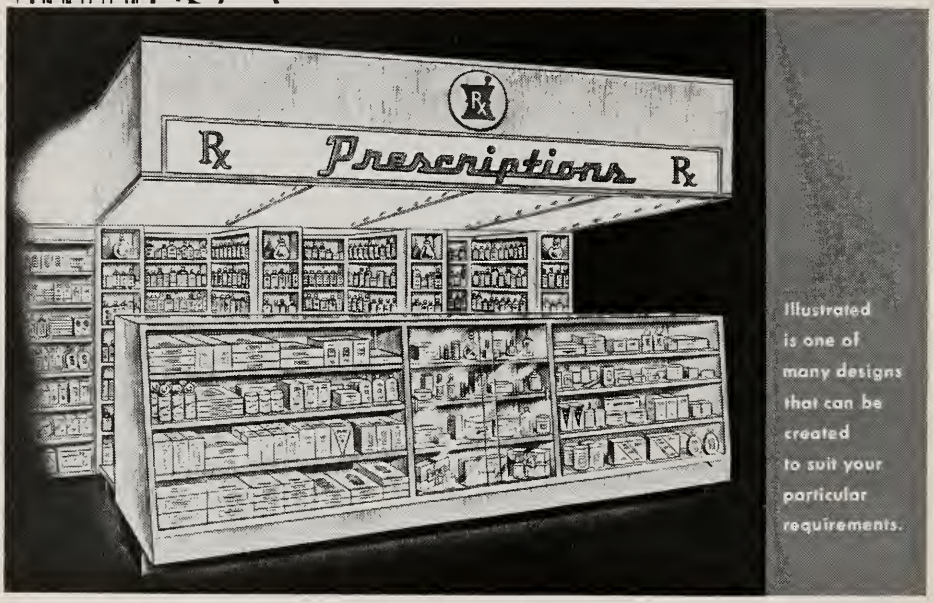
3. The Health Centers now operating in the United States are labeled as "Pilot Projects." They are now in operation in Boston, New York and Denver with others scheduled to open in a number of the larger metropolitan centers across the country.

The Neighborhood Health Center in Denver is a complete "One Stop" Shopping Center for all medical and health needs. It offers all clinic medical facilities including all of the medical specialties including psychiatry. There are medical and x-ray laboratories, dental facilities and pharmacy. In addition there are a number of other

(Continued on page 15)

The right formula for your prescription department!

"KEY" DESIGNED LUMILITE Rx CANOPIES



The prescription department is the professional center of your store and should dominate all other departments. Dramotic lighting found in "Key Lumilite Rx Canopies" focus the shopper's attention on your Rx department and at the same time provides excellent lighting for compounding your prescriptions.

Ask for our layout engineer services

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

"FREE" Rx SERVICE

departments. There is a nursery to care for small children while others of the family may be busy in some other part of the building. Visiting nurses operate out of the Clinic. There is a Health Education Department complete with Social Workers. There is one department which keeps track of the patients to see that they keep up their appointments. If they do not show up, someone goes out to see why. There are even private cars and buses to go out and pick up anyone who doesn't find it convenient to get there under his own power. Patients of the Clinic receive all services and supplies including prescriptions absolutely free of charge.

The cost of the operation of the first Denver Center has been approximately $100,000.00 per month. Ninety percent of the money comes from a grant from the O.E.O. under the "War on Poverty" program, the other ten percent coming from State and Local sources.

Who are eligible for the services of the Clinic? As far as we have been able to determine, only two guidelines for eligibility have ever been established. One is an economic guideline which has been very difficult to establish and which apparently has been very loosely followed if at all. At any rate, in our research we have heard all kinds of figures as a minimum requirement. The figure we have heard quoted most often is $4500 per year for a family of three, with the top figure being $8,000 a year for a family of six. The Medical Society Representative on the Denver Board who supervised this operation told us the Director of the Clinic has the right to waive the economic guidelines and has done so. He stated that to the best of his knowledge that *no one* who lived within the geographic boundaries set up for the Center, had ever been refused regardless of his income.

The second guideline which as near as we have been able to determine has been adhered to up to this time, is a geographic guideline. Several census tracts were put together in one of the older sections in Denver to make up the area serviced by the presently operating Center. Make no mistake about it, this is no slum district or ghetto. The section is old, but in most cases well kept. I have lived in similar neighborhoods and never felt that I was living in a slum.

The second "Health Center" is to open in June 1967, in another part of Denver. In addition to these two major centers, there are going to be twelve so-called "Satellite" Centers placed in strategic locations around Denver. These satellite centers will be staffed by nurses call "Nurse Practitioners." They will act as screening centers for the larger centers.

As you can well imagine, all of the foregoing was bad news to the members of the Denver Area Drug Association and the Colorado Pharmacal Association and immediate steps were taken to institute a thorough investigation. We obtained our information from many sources including Samuel Johnson, M.D. who was credited with the Health Center idea. The best contact we made was with one of the M.D.'s on the "Denver Opportunity" Board of Directors. We had this physician in attendance as a guest at one of our meetings where we were making a report on our findings to date. Following the meeting he asked to see several of the officers and he proceeded to tell us that we didn't have nearly all the information, that really, "YOU HAVEN'T HEARD ANYTHING YET."

This doctor told us that the same people who had dreamed up the idea of the Neighborhood Health Centers, had gone to Washington and sold another idea to the O.E.O. and to H.E.W. This propect would be known as the "Denver Child Project." It would make every child, 18 years of age and under, in the City and County of Denver eligible for all the services of the Neighborhood Health Centers. The economic guidelines would be the same as those presently existing for the Health Center, which would virtually mean none at all. By means of the "Satellite" centers, even the geographic guidelines would be broken down. He further stated that the project had been approved by the aforementioned

(Continued on page 16)

"FREE" Rx SERVICE

agencies in the amount of two million dollars per year for the next five years. Later news releases in the press confirmed this.

In spite of every effort made at the local and national level, the only way the Pharmacy profession has been allowed to participate in the program is to help pay for it through their taxes.

As you can well imagine, Pharmacies in the area served by the center have seen their prescription business become practically nonexistent.

The pharmaceutical manufacturers are also being privileged to contribute to their own demise by furnishing pharmaceuticals at government prices.

Our physician friend put it very succinctly when he said, "Medicare is child's play compared to this. This is socialized medicine in its purest form."

Some of you may be thinking, "These are isolated cases of a hair-brained idea that won't affect me," but remember that these Centers are labeled "Pilot Projects." We have a News Release dated March 2, 1967 the title of which is "Gardner reports to LBJ. Program Charted to Cut Health Costs." In this report Mr. Gardner, Secretary of HEW recommended a broad program that combines government aid and government influence to brake the rising cost of medical care. The Secretary decries the fact that physicians' fees had gone up at a rate unmatched in 40 years and hospital prices had advanced at a rate unmatched in the last 18 years. Among his recommendations was "Creating national centers for health services research and development in the Health, Education and Welfare Department to develop community health care systems."

WHAT CAN WE DO ABOUT IT?

We doubt very much that anything can be done to stop this movement. Through our Local and National organizations we in the Denver area have done everything we can think of but it has been like hunting elephants with a pea-shooter.

It has been our experience that everything has been "Signed, sealed and delivered" on these propects before the public becomes aware of it.

It is difficult to combat at the local level for two reasons:

1. The Headquarters is in Washington.
2. Ten percent of the money must come from State and Local sources and therefore must be approved by the Governor and the Mayor. We have a Republican Governor and a Democratic Mayor, but what official is going to pass up nine million in outside funds when it can be obtained by spending only one million in local funds?

After being in the thick of this thing for over a year we feel that the best we can hope to get is as follows:

1. Establish a realistic economic guideline and see that it is adhered to.
2. Set up a plan whereby patients of the clinics can get their prescriptions filled in the pharmacies of their choice and have the prescriptions paid for as in the case of present "Kerr-Mills" welfare plans.

   We believe that the government could actually save money even considering the reduced prices at which the manufacturers are willing to sell to it. We believe savings could be accomplished by eliminating establishment and staffing of Health Center pharmacies.
3. See that representatives of Pharmacy have the privilege of serving on the Boards of Directors, along with other professions.

HOW CAN WE ACCOMPLISH THIS?

The only way we can see to achieve all this is by putting on enough pressure through our legislators all over the United States. We in Denver can't kill the snake by stepping on its tail, when the head is in Washington.

We have worked on our Senators and Congressmen for over a year and have had numerous sympathetic replies from them,

but what we need and what we are asking you for is to get you to put on the pressure through your Senators and Congressmen.

Just remember, it is always easy to think, "If I just keep quiet, this will blow over." Socialistic trends in America today do not agree with this. This is dynamite. By their own figures, the Health Center presently operating in Denver is seeing over 2,000 patients per month. Also by their own figures, D. O. estimates that there will be 50,000 children that will be eligible under "Project Child." If this is allowed to grow and proliferate you can see what will happen to Pharmacy. We won't be arguing over how much of a fee we are going to get under Title 19, or for prescriptions for military dependents. There won't be any argument because there won't be any fee.

We need your help and we need it now.

Ethical or Unethical?

A popular feature of many newspapers is a question and answer section. Here is one lifted from the *Salisbury Post*:

Question: I had a prescription filled at a local drug store. Of the 36 tablets, 18 of them had "sample" on them. It is illegal as well as unethical? The druggist charged me $3.50 for them.

Answer: This was not illegal, but according to a local pharmacist, it was unethical if the tablets marked "sample" were a gift from the manufacturer.

In the case of drugs that are perishable, drug salesmen sometimes swap fresh drugs marked "sample" for old stock for which the drug store has paid full price. If this was the case, sale of the tablets marked "sample" was not unethical.

Tankard-Young

Miss Rachel Tankard and *Ronald Edwin Young* were married July 9th at Bath, in St. Thomas Church, the oldest church in North Carolina. Mr. Young, 1967 graduate of the UNC School of Pharmacy is with Kerr's Lakewood Shopping Center Pharmacy, Durham. Mrs. Young is a dental assistant in the department of oral surgery of the UNC School of Dentistry. The couple will live at Colony Apartments of Chapel Hill.

SCOTSMAN ICE MACHINES
SUPER FLAKERS FOR DRUG STORES
OVERNIGHT DELIVERY
LOW PRICES—EASY TERMS
WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. Box 3251 Charlotte, N. C. 28203
Phone: (704) 332-8945

SERVICE • SECURITY • SAVINGS

Gilman Pharmacy Inc.
2878 Broadway
New York City
January 18, 1966

American Druggist Ins. Co.
Cincinnati, Ohio
Loss #SMP 15
Amt. $261.45

Gentlemen:

We received your check to cover our plate glass loss and we wish to thank you for the very prompt way in which you took care of this matter.

Your courteous handling of this matter is indicative of how well American Druggist Ins. Co. takes care of their clients.

Again, our thanks.

Respectfully,
GILMAN PHARMACY INC.
S. Golden

OUR FILES ARE FULL . . . of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

ADI AMERICAN DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

North Carolina Record

During the first nine months of Medicare (July 1, 1966 through March 31, 1967), North Carolina hospitals administered care to 90,821 eligible patients, benefit payments totaled $20,005,529.73.

Claims are now running over $3 million a month. These figures represent only claims paid to hospitals and do not include those paid to physicians for their services under Part B of Medicare.

Douglass M. Richard, of Atlanta, Regional Representative of the Bureau of Health Insurance, Department of Health, Education and Welfare for the Social Security Administration, commended the performance of the Blue Cross Plans in North Carolina with this statement:

"We've been impressed from the beginning and we continue to be impressed by both the attitude and the competence of the North Carolina Blue Cross Plans officials and employees. We're confident that the best interests of the beneficiaries as well as of the providers of services—hospitals, extended care facilities, and home health agencies—are being protected."

Destroyed By Fire

Eastwood Pharmacy, Kannapolis, was completely destroyed by fire on July 4.

All prescription files were saved. The pharmacy has resumed operation in a trailer set up near the burned-out building.

SMITH WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

Citizen of the Year

Oscar W. Smith, Sr., pharmacist and community leader of Pilot Mountain, has been named "Citizen of the Year" by the Pilot Mountain Civic Club.

The club honored Mr. Smith "for his service to his fellowman, for sharing his time with many worthy causes, and for his loyal dedication to Pilot Mountain."

Mr. Smith is a former mayor of Pilot Mountain and master of Pilot Mountain Masonic Lodge 493, delegate to many conferences of his church, and past president of the Civitan Club.

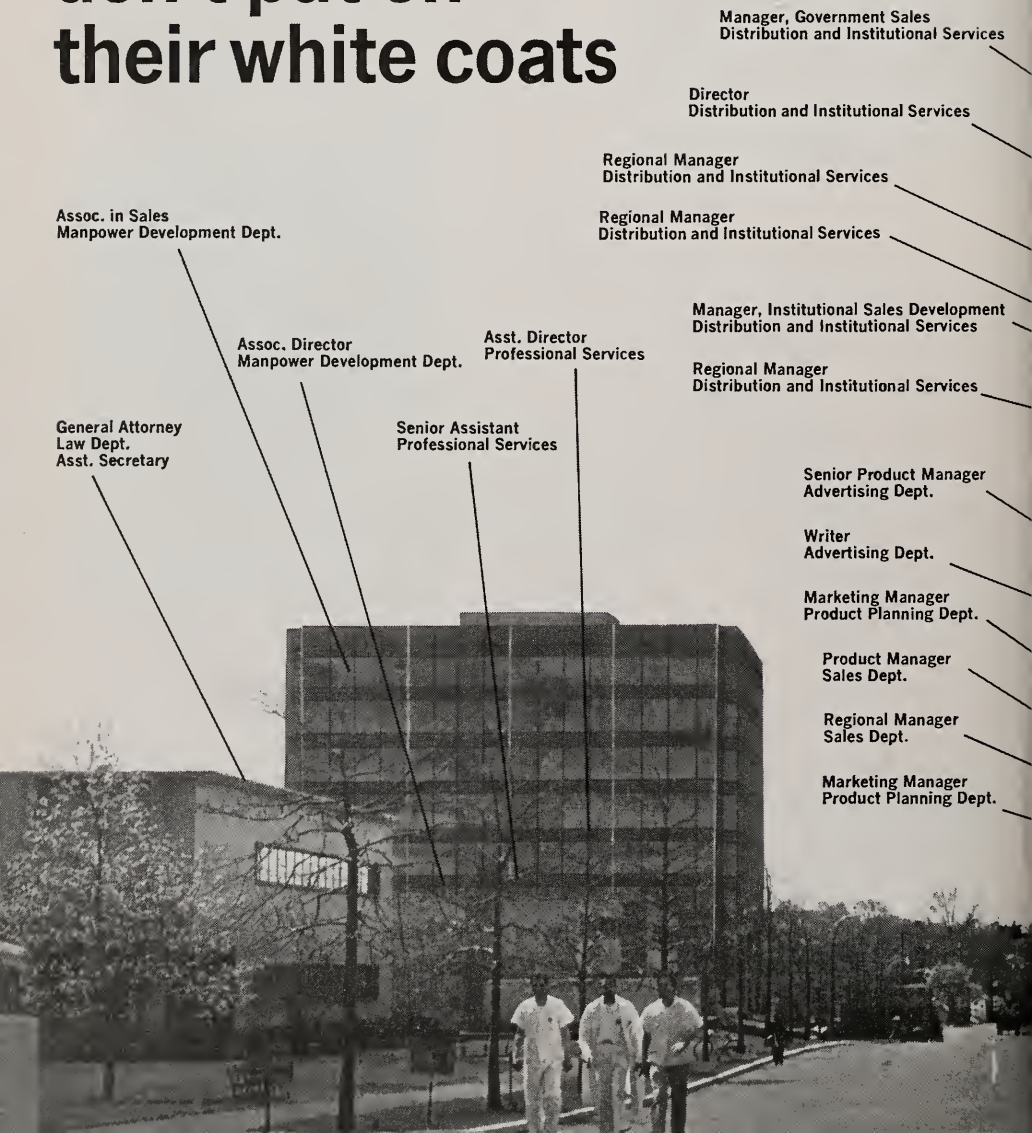
He is a director of the Northern Surry Community College, a director of the Bank of Pilot Mountain and the Workmen's Federal Savings and Loan Association.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

Every morning 21 pharmacists at Roche don't put on their white coats



Not that they wouldn't feel at home in them, but as key corporate decisionmakers they wear business suits (except when they work in shirt sleeves...often late at night).

They bear a variety of business titles, and you'll find them throughout the Roche complex. The picture below will give you a rough idea of where and how they serve Roche...and you. (And this doesn't begin to show the many other pharmacists at Roche...in such areas as product research, quality control, toxicology and pharmacology.)

What does all this mean to you?

We think it means business. Because at every step of our planning we have 21 articulate pharmacists helping to formulate those plans — men and women who are keenly aware of your needs, your desires, your professional goals and your business problems.

And they travel a lot. They listen a lot. They constantly work at keeping the flow of information open . . .from you to us and back again. You may well have met one of them at city, county or state pharmaceutical meetings and conventions.

They're our windows to the pharmacy world. They're your professional representatives at Roche.

That's why it's important . . .when policy decisions are made at Roche, pharmacists are there.

ROCHE

Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110

Helps fat customers end up thin

Get the point?

Sucaryl®
BRAND
Abbott's brand of low and non-caloric sweeteners

704390

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

J. Floyd Goodrich, Secretary-Treasurer of the TMA, is a patient at Watts Hospital where he has been under intensive care since July 7.

Hospitalization followed a heart attack at his Durham home on Club Blvd.

For his outstanding record of professional relations with members of the medical profession, Squibb Representative H. M. Tyler of Rocky Mount received the Squibb AMA Award at recent AMA Convention in Atlantic City.

Kenneth Von Nieda, a 1954 graduate of the Philadelphia College of Pharmacy & Science, representing Geigy Pharmaceuticals, will contact physicians, hospitals and hospital technicians in North Carolina on matters relating to the sale of electronic equipment.

Stockholders of Foremost Dairies, Inc. and McKesson & Robbins, Inc. have approved (July 11) a merger of the two companies. The new corporation will be known as Foremost-McKesson, Inc.

Block Drug Company of Jersey City has purchased BC Remedy Company (see July issue of THE CAROLINA JOURNAL OF PHARMACY) and will operate BC in Durham as a division of Block.

Bruce Wingate of Charlotte, zone manager of Scaltest Foods and former president of the TMA, has been named president-elect of the North Carolina Dairy Products Association.

Travelers Express Opens Atlanta District Office

Mr. Arthur S. Moore, President of Travelers Express Company, Incorporated, Minneapolis, Minnesota based national money order firm, announces the opening of a new district office in Atlanta, Georgia, on July 1. In addition, Travelers Express announces the appointment of Mr. Anso "Ace" Belardinelli as District Manager with overall responsibility of the district which includes Alabama, Florida, Georgia, North Carolina, South Carolina, and Puerto Rico. Mr. Belardinelli has been with the Company for 10 years, the first eight of which were spent on the West Coast. In Spring of 1965 he became Florida State Manager and in 1966 Regional Manager in Atlanta.

A second appointment is that of Mr. Harry Welsch to Atlanta District Control Manager. He will assume the duties of office manager.

Mr. Welsch first joined Travelers Express eight years ago in New York as an area supervisor. He later took over the Buffalo office along with a territory. Returning to Newark he headed up agency communications and recently has been concentrating on control work.

Travelers Express Company, Incorporated, is a subsidiary of the Greyhound Corporation.

Power up for extra earnings in the big cold season ahead with the Contac® "Fastest Mover" Deal, in effect to October 7. The Prepack Deal delivers 44% profit! Plus extra sales thrust with a free counter display. And fixed extended dating (at your wholesaler's option) puts you in the driver's seat.

Front-running Contac offers an unparalleled track record:

- Lightning pace–A sale every second in pharmacies last cold season makes Contac pharmacy's fastest-moving proprietary in dollar volume!
- Proven performance as a profit maker–For the fourth straight year Contac leads all cold tablet/capsule sales in pharmacies.

Champion Contac will deliver more advertising again this year than any other cold and hay fever product. And all Contac advertising steers customers to the pharmacy.

Have your MenJ wholesaler race right over.

No other proprietary sparks profits for pharmacists like Contac.

MENLEY & JAMES LABORATORIES, Phila., Pa. 19101
Proprietary Pharmaceuticals made to Ethical Standards

FASTEST MOVER DEAL

UNC Pharmacy School Notes

Dr. George Cocolas represented the UNC School of Pharmacy in Miami Beach, Florida on June 22-23 to administer the Qualifying Examinations to a group of Cuban refugee pharmacists. This is a phase of a program coordinated between the U. S. Department of Labor and the Cuban Resettlement Program to assist Cuban refugees in relocating themselves and applying their professional skills.

Miss Kathryn Freeman, Pharmacy Librarian, attended a workshop for pharmacy librarians at the University of Michigan, June 28-30.

Fred Eckel, Director of the Plan of Pharmacy Assistance, spoke to several groups during the past month: The C. J. Harris Memorial Hospital in Sylva and the Bladen County Hospital, Elizabethtown, where he spoke on "Safety Practices in Drug Handling"; to the annual meeting of the Virginia Pharmaceutical Association in Richmond, Virginia where he discussed "Implementing Pharmacy Service in Nursing Homes and Small Hospitals"; to a New Hampshire Pharmacy Consultants Program in Concord, New Hampshire; to the Pennsylvania Pharmaceutical Association convention in Pittsburgh, Pa. where his subject was "The Need for Pharmacy Service in Nursing Homes and Small Hospitals."

Dr. James L. Brannon, Jr., who resigned from the faculty some months ago, has accepted a position in Indianapolis with Eli Lilly and Company. His assignment will be in the Dry Products Pilot Plant.

Disasters and Catastrophes

Sometime during the night of June 6 burglars broke into the Bob Clark Pharmacy, Havelock, ripped open the safe and took $850 in cash. Entry was by way of a ventilator duct.

When employees entered Eckerd's Drug Store, Kannapolis, they found the floor covered with water. Investigation revealed a hole about a square yard in size had been cut in the roof. Damage to merchandise resulting from downpour of water was said to be extensive.

In a late June robbery of Fairview Pharmacy, Wilson, cash and unknown quantity of merchandise were taken.

A plate-glass window was shattered (June 24) as a car rammed Eckerd's Drug Store, 1332 Central Avenue, Charlotte, and bowled over four customers and an employee.

A telephone call to Eckerd's Drug Store in Durham (Roxboro Road store) "this place is going to blow sky high at 8 o'clock tonight" resulted in the store being evacuated to permit officers to search the premises.

Narcotic robberies at Medical Center Pharmacy, Statesville, and Granite Drug Company, Granite Quarry.

Thieves took about $2,400 from Franklin Drug Store, 2317 South Ashe Street, Greensboro, in a late June robbery of the pharmacy. A hole was chopped in the roof to gain entrance (see similarity in reports above).

Patents, Progress, Pharmacy—a Triad

Pharmacy has flourished, thanks in large part to America's patent system. Under this system, everyone benefits—the physician who prescribes, the pharmacist who dispenses, the patient who receives the medication.

Without the protection afforded by the system, all concerned would be deprived of that most vital link in the chain of scientific progress—incentive. Without incentive, new drugs would not be searched for...and found.

Today's drug discovery is not an isolated phenomenon. It grew out of yesterday's discovery and leads to tomorrow's. The sulfonamides, antibiotics, steroids, vitamins and vaccines you dispense today are each stages of a development process which, so far, is unbroken.

To protect all, the patent system itself needs your protection. You can serve pharmacy and progress, the prescribing physician, your customer, yourself by offering such protection. Choose products protected by patents and made in the U.S.A.; reject those which are in violation of American patents.

LEDERLE LABORATORIES • A Division of American Cyanamid Company, Pearl River, New York

Lederle

675-6

OPEN LETTER

DRUG INVESTIGATION

Honorable Gaylord Nelson, Chairman,
Monopoly Subcommittee of the
Senate Select Committee on Small Business
Washington, D. C. 20510

My dear Senator Nelson:

It is not my intention to burden you and your colleagues with further arguments concerned with the present drug investigation, but with the tremendous breakdown of confidence that exists today in our business system, in Congress, labor unions and other areas of our national life, we dare not overlook any factor that might improve a single situation.

You are aware, I am sure, of my familiarity with the many instances of price discrimination and jig saw manipulation in trade names and generics, and certainly, there is a lot of room for reforms in all branches of health care as it is now being applied.

One example of this agreement (which would bring a bonanza to the discounters and detractors of business if widely publicized) is evident in reported prices that a Swiss company (CIBA) charges for a drug sold to pharmacists under the trade name of Serpasil at a price of $23.50 for 1,000, one milligram tablets that another reputable firm, Columbia Medical Company, sells under the official generic name of reserpine for "$1.10 per 1,000."

To make this pill story even more unpalatable, CIBA is said to have offered the Serpasil drug as a generic (reserpine) to our Defense Department for 60c per 1,000 tablets, but was underbid 9c by another firm.

This is the kind of "shenanigans" that have a potential for public bewilderment that surpasses what the trading stamp companies and game-sters are doing to the gullible public, and inks the pen of any scandal monger seeking profit from tearing an industry apart.

What concerns me now, is whether or not the majority of life saving drugs, costing millions to develop, would have even been developed unles the gamble included a far above average profit. I say this for the reason that there is no way of determining where laboratory experiments are going to lead (in most cases), while the man who develops a new necktie, washing machine, refrigerator, electric iron or computing machine, takes no such risk. . . . He will end up with SOMETHING he can sell, where the drug manufacturer may end up with a dozen or a hundred blank walls in research, or be knocked out by a better way of administering his drug—at just about the time he is ready to market it.

The "profit" free enterprise system today is certainly no monument to ethical conduct, but within its structure there are elements of character, of goodness, of discovery and dedication to service, quality and achievement, found under no other system on earth.

If this thought is kept uppermost as we carry out the investigative process, the injury to the business image can at least be held to a minimum.

I have entertained the feeling for a long time, that the more the mergers and consolidations there are the more the evils there will be. As our free enterprise system grew up, we had men going into every kind of business who were dedicated to the fields they chose. It was the same with the laboring man who took pride in his workmanship. He felt a part of the things he helped to manufacture, grow or build.

When a handful of men sit in distant places, in control of such a myriad of enterprises as those which make up some of the drug conglomerates, there interests in research, in the success of any one company or the ethical conduct of the affairs of each corporation under their command, must of necessity be remote and impersonal.

(Concluded on page 29)

Diabetes runs in the family...

. . . in a very special group of hamsters which has been under careful observation at our Metabolic Diseases Research Section since 1961. They're diabetic. They're very special because this particular strain of hamster, alone, most nearly mimics diabetes mellitus as it appears in man. From this work, according to Dr. George Gerritsen, "We hope to learn how diabetes develops—what causes one animal to develop it while another doesn't. We hope to find something different which we can use to predict, before any symptoms appear, which one will become diabetic. Obviously, this will take many years of hard work. We may never succeed, but it's our goal." Dedication is one of the constant, priceless ingredients in all Upjohn research for new and better pharmaceuticals.

© 1967 The Upjohn Company • Kalamazoo, Mich.

Upjohn

OPEN LETTER

In the controversy over generics and trade-name brands, it would appear that all investment returns must be gotten from the sale of the name brand, and that most companies would cease exploration and experimentation if they had to depend on prices received from the sale of their generic products. In fact, the whole thing looks like a scheme which the discount house people follow—only in reverse. They sell the NAME brand at a loss to draw people into their stores to buy the UNknown brand—which they sell at an excessive profit.

In this light, I wonder if it is in order to ask the drug manufacturers why a system of bringing the price of the generic drug up and the price of the name brand down, wouldn't help their situation and, at the same time, provide a reasonable price on both products to the doctor, hospital, pharmacist, and the government. Furthermore, such instances as the theft of a formula (costing millions to develop) by a foreign company that sold the drug to our Defense Department at a ridiculously low price, was unethical and harmful from every standpoint.

The facts are, that we must make more room for vindication than vindictiveness as we move into the present dangerous era of increased costs of health care caused in large part by an overemphasis on the inability of people to pay for their needs—that will "fill the woods" with more self-styled defenders of the so-called downtrodden than filled the woods of the civil rights movement. If we turn them all loose and credit their statements as fact, the entire business community will (finally) be dragged through the muck of destructive publicity, and the result will be total socialization—which has already overtaken the doctors.

As an organization made up of all types of independent businesses and professions, and having the largest individual membership of any business organization in the nation, we are particularly worried about the smallest business at the "end of the line"—in this instance, the independent pharmacist.

With all good wishes and appreciation for your recent communication defending the integrity of the independent pharmacist.

Very sincerely yours,
Ed Wimmer,
Public Relations Director
National Federation of
Independent Business, Inc.

116-120 East Second St.,
Covington, Kentucky 41011
(Greater Cincinnati)

QUOTE: "In no way do I feel the corner druggist is at the root of the problem of high prices." Gaylord Nelson, U. S. Senator.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

For eighty-two years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Night Guard

Dear Mr. Smith:

Replying to your recent letter in regard to narcotic break-ins, we installed a Bristol Electronics system approximately one year ago.

We are well pleased as this system has proved very satisfactory.

Sincerely,
D. A. Thompson
Doctors Building Drug Co.
Salisbury

(The Bristol Moni-Larm security system electronically links the pharmacy with local law enforcement agency. Bristol maintains that once the system has been installed, there is no way for anyone to enter the premises without the knowledge of the operator at the police department. Cost: Installation plus an annual subscription fee).

Dear Mr. Smith:

I am most grateful for the North Carolina Pharmaceutical Association's Commendation on May 9 of my part in developing this State's welfare prescription drug program. I humbly accept this recognition, knowing full well that this service, as it is today, is the result of the cooperative, dedicated efforts of the pharmacists, the Joint Liaison Committee from the State Medical Society and the Pharmaceutical Association, county welfare department personnel and State Welfare Department staff.

This service to our needy fellow citizens reflects the efforts and concern of all those who had a part in its development. I sincerely appreciate the patience, cooperation and efforts of all those who helped to make this service program successful.

Sincerely yours,
Russell R. Chambers, Director
Division of Medical Services

RRC/g

House Speaker

Rep. Earl Vaughn, the new speaker of the North Carolina House of Representatives, is a director of Lasley Drugs, Draper. He succeeded David M. Britt, who resigned prior to adjournment of The Assembly.

Customers We Can Do Without

Asheville—Narcotics, including Dilaudid, were taken in a July 4 robbery of Ideal Drug Store, 733 Haywood Road.

Chadbourn—Thieves broke into the Koonce Drug Company on July 1, overturned a safe and hacked the bottom out. $1,200 in cash was taken.

Gastonia—A robbery (July 5) of the Prescription Center Pharmacy netted these items: 50 Timex watches, 100 cartons of cigarettes and about $68 in silver taken from a cash register.

Employment Changes

Allan Eakle from Shelby to Medical Centre Pharmacy, Mooresville.

M. N. "Bud" Kelly from Burlington to Eckerd's Drug Store, Quenby Mall, Albemarle.

To Head Plant

Harry W. Brown, Jr. has been named plant manager of the new pharmaceutical manufacturing plant now under construction near Raleigh for Mallinckrodt Chemical Works.

Brown was formerly president of Van Pelt and Brown, which Mallinckrodt purchased in 1962.

Spotlight on Purvey Summey

An interesting story highlighting the career of Pharmacist Purvey Summey appeared in the July 6 edition of the Mount Holly News.

Mr. Summey started work for the McAdenville Drug Company for $20 a week. Later employment took him to Laurinburg and Sylva. Today, his work week at the Summey Drug Company (established in 1920) runs to 88 hours.

Two NCPhA-Endorsed Insurance Plans Which Merit Member Participation

DISABILITY INCOME PROGRAM

BASIC PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Two Years

EXTENDED PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Five Years

MAJOR MEDICAL EXPENSE PLAN

PLAN I: $12,000 Maximum Benefit including $16 Daily Room Limit
PLAN II: $18,000 Maximum Benefit including $24 Daily Room Limit

FOR DETAILS WRITE OR TELEPHONE

HOYT W. SHORE, C.L.U. and ASSOCIATES
205 South Church Street—Suite 303
Charlotte 2, North Carolina
Telephone: 333-1393

Washington National
INSURANCE COMPANY
EVANSTON, ILLINOIS

INSTITUTIONAL PHARMACY PRACTICE

By
FRED M. ECKEL
(University of North Carolina, School of Pharmacy, Chapel Hill, North Carolina)
and
DONALD A. HOLLOWAY
(Assistant Director of Pharmacy, Duke Medical Hospital, Durham, North Carolina)

Beginning with this issue, a monthly column devoted to Institutional Pharmacy Practice will appear in this *Journal*. The purpose of this column is to provide useful information to pharmacists who provide pharmacy service to hospitals, nursing homes and home health agencies. Hopefully it will provide an opportunity for the exchange of ideas among pharmacists. Any questions which you have concerning institutional pharmacy should be directed to the authors and they will be answered in this column. The authors will appreciate any comments or suggestion on the topics to be discussed. Some of the topics to be considered in future issues are: (1) narcotics and barbiturates control systems, (2) organizing a journal club, (3) investigational drugs, (4) I V solutions and problems with addatives, (5) pharmacy and therapeutics committee activities, (6) drug literature evaluation, and (7) adverse drug reactions.

Institutional pharmacy is emerging as an important field of pharmacy practice. Many pharmacists are realizing that they have a professional responsibility to institutionalized patients. These patients are entitled to the same type of protection and control of drug usage that is given to the patient who gets his prescription filled in the community pharmacy.

A number of administrators and even some pharmacists have rationalized the lack of pharmacists in hospitals and nursing homes by saying that a pharmacist is not needed. Some administrators say that for a person to be qualified to handle drugs in the institution he merely needs to be able to read and count. This rationalization is understandable from administrators who have no concept of good pharmacy service. They are not in a position to evaluate their present pharmacy service against an acceptable yardstick. However, when a pharmacist, especially one who is on the hospital's Board of Directors makes a comment that, "the hospital is well covered," I can not contribute anything to their pharmacy service, it is difficult to understand. This implies that the nurse or some other person knows as much about drugs and their use and control as the pharmacist. How long will we be able to justify to the public that drugs must be controlled by the pharmacist in the community but not in the nursing home or hospital? If a nurse can control and handle drugs in the hospital as safely and efficiently as a pharmacist, she should be able to do equally

Reaco

Reaco B-Complex with C. Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 25 mg. Tablets
$1.80 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$2.40 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s

Your cooperation in stocking
Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

well in a community pharmacy. The pharmacist knows that the nurse or any one else is not prepared to handle drugs as safely and efficiently as he is. In most cases she has assumed this responsibility by default because the pharmacist did not offer or was unwilling to render his professional services or try to educate the administrator to the need for pharmacy service.

The pharmacist must realize that he has an important contribution to make in the total care of the patient. This service is an essential service which can not be provided by anyone else. He must become concerned about the delivery of pharmaceutical services in his community. Pharmaceutical services involves more than the mere filling of a prescription. It involves educating and consulting with health team members and the patient, maintaining proper records, insuring that medicine are being used and stored safely, assisting in the preventing of medication errors, etc. The pharmacist must become concerned about the proper control and use of drugs from their manufacture through the time they have exerted their effects on the patient. This is the bases for pharmacy practice. Institutional pharmacy service must also be developed upon this premise. It must be dynamic enough to meet the demands of an ever increasing sophistication in health care.

Professional Procedure

Question appearing in *The Wilmington News*: Why does the druggist remove the manufacturer's label from a prescription bottle when you have a prescription filled and replaces it with his own? I had two prescriptions filled recently and the pharmacist removed the label on both.

Answer by *The News*: He does it on the physician's instructions. Most labels carry information which might run counter to what the attending physician has in mind in the treatment of the patient. Then, too, the labels often carry warnings on the medicine's use in certain diseases. These warnings have been known to alarm patients who have obtained an erroneous impression from the warning. In many cases, the labels do not carry any directions on how the medicine should be taken. This would then be supplied on the pharmacist's label.

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

THIS IS *JUST ONE* OF OVER 15,000 McKESSON CUSTOM DESIGNED DRUG STORES!

McKesson & Robbins thoroughly trains the PHARMACY DESIGN CONSULTANT in all aspects of PHARMACY so he can help you solve your layout problems. Doesn't it make sense to call on a PRO? He can assist you in selecting the BEST LOCATION, LAYOUT, EQUIPMENT, DECOR, LIGHTING, IDENTIFICATION, and MERCHANDISING. *PHARMACY* is his business. . . . his *ONLY* business.

TED JOHNSON
McKESSON & ROBBINS, INC.
P. O. Box 2175—Phone 704-377-7401
Charlotte, N. C.

Datura Stramonium

JIMSON WEEDS

BY JIM HARRISON

Guarding Health and Guarding Morals

The pharmacist who has a book stand or a magazine department in his pharmacy may make a profit, break even, or lose money, depending on his efficiency in operation. But that should not be his only consideration. He should be familiar enough with the books and magazines he sells to decide whether or not the contents and subject matter conform to good taste.

Publishers are adding to their lists the spicy, girly type magazines and books seemingly frankly appealing to the prurient taste. Some of these are not nearly as sexy in content as the covers and reviews would imply. They are more suggestive of sadism than of aphrodisia and the form of presentation in the narrative may or may not be obscene, depending on opinion.

But whose opinion? The opinion of the Courts in the interpretation of question, or the opinion of those who buy, or the opinion of those who sell?

What is obscenity? When or how is any certain book or writing obscene? What has been considered obscene in one time or era might be regarded as good literature by another generation of readers.

If one is to decide what is obscene one must first determine the purpose of the author. Did he seek to present a means by which man may seek and find the true meaning of his nature, or did he succeed in being merely nasty? One cannot truly judge the presence of obscenity in considering only selected passages, the entire narrative and its effect must be judged. At best, any basis for judgment is not reliable.

Within the meaning of the law, certain passages in many of the classics would come within the bounds of prohibition. So would some of the isolated passages in the Bible. Too, if judgment of obscenity is based on the belief the reader is too young and too inexperienced and too prone to yield to temptation, such judgment is tantamount to gauging the mind of all the readers at the level of the adolescent mind. This is a rank curtailment of the freedom of the entire grownup population as well as that of the adolescent.

Freedom becomes no freedom when it is assured only to the inoffensive and free from peril. Freedom must also include the right to present the new and the bold, the safe and the strange. Then a condition becomes ridiculous when it is ordained that certain reading matter must come into the hands of only so many and no more. There may be any number of statutes prohibiting the sale of certain reading matter, doubtfully enforceable, but there can be no Constitutional law denying the right of one to read any book or magazine he may wish to read.

The U. S. Supreme Court in a recent decision has held that the protection of freedom of speech extended to such literature as the spicy periodicals and questionable books published today and that it could not be suppressed by the government in either criminal or civil actions.

Whether or not we agree with this opinion does not alter the fact that this opinion is now a part of the laws of the land. What is of more bearing on the status of the seller of such literature is that he is now afforded a sort of "generic" protection. But that is not the whole answer for the conscientious pharmacist. He can make his own rules to fit his own standard of morals.

(Continued on page 40)

THE HI-FI'S ARE COMING

and so will your customers—

for new

Fabulous . . . the proved power of Sealtest's Hi-Fi advertising program! *Two* full-color Hi-Fi ads are coming soon in your local newspaper, to help launch this exciting *new* ice cream. And there will be lots of colorful point-of-sale materials. Plus a specially designed carton for each new flavor.

Scoop up some extra ice cream profits. Feature this new Sealtest flavor at your fountain and in your cabinet.

Sealtest
TRADE MARK
ICE CREAM

Available in bulk and cartons

New Equipment for Oteen Pharmacy

Oteen Hospital Pharmacy has this new equipment:

A tablet and capsule counting machine capable of counting 3500 units a minute.

A Tickopress label machine to custom print labels.

A high capacity still for making distilled water.

An automatic flask and bottle washer.

The new equipment will be supervised by C. A. Hazlett, chief of pharmacy service. He was formerly chief of pharmacy service at the Huntington, West Virginia VA Hospital; has been at Oteen for past two years.

Honor Graduate at Ninth Avenue Pharmacy

Paul Davis Tutherow, a 1961 graduate of Valdese High School and a 1967 graduate of the School of Pharmacy at the Medical College of South Carolina, is serving his internship at Ninth Avenue Pharmacy, Hickory.

He was second honor graduate at the School where he was on the Dean's Honor Roll four terms out of six. Tutherow also holds a BS degree in Biology from Wake Forest College.

Mrs. Raper Appointed

Mrs. Evelyn Davis Raper has been appointed assistant Wayne County Home Economies Agent by the Wayne County Commissioners.

She is the wife of Frank Raper, the pharmacist owner and operator of Vinson's Drug Store, Goldsboro.

While Mr. Raper was a student at the UNC School of Pharmacy, Mrs. Raper served as a home economics agent in Orange County.

We Should Have Started Earlier

At the present time 182 members of the North Carolina Pharmaceutical Association are participating in Davenport-Dillard's retirement plan.

Had this plan be in effect for the past 15 years, with same pay-in dollar figure as now prevails, the total fund worth would be over $2,400,000.

If interested in receiving additional information about the plan details, write the NCPhA. Participation is limited to members of the North Carolina Pharmaceutical Association.

Under New Ownership

The two Johnson Drug Stores of Lumberton have been sold to Donald Bissett.

The older of the two stores has been closed and the merchandise and prescription files transferred to Johnson Drug Center on North Elm Street, with Mr. Bissett as owner/manager.

The kind of candy we make is sold in fine drug stores.

And,
we want to make sure it
stays that way.

Nunnally's
CANDIES

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

Mrs. William G. Forrest of Gastonia, president of the Woman's Auxiliary of the N. C. Pharmaceutical Association for the current year, is the daughter of Mr. and Mrs. R. C. McLean of Moore County. She attended West End High School, Montreat Junior College, and graduated from Flora MacDonald College with a B.S. degree in Home Economics. She worked 1½ years as Assistant Home Demonstration Agent in Greene County.

She married William G. Forrest of Winterville during his senior year at the UNC School of Pharmacy. Her husband is in business with Truman Hudson at Akers Center Pharmacy, Gastonia.

Mrs. Forrest is a Sunday School teacher at the First Presbyterian Church of Gastonia, where her husband is a deacon.

She works part-time for the N. C. Council on Mental Retardation, as coordinator of services for the mentally retarded of Lincoln, Gaston, Cleveland, and Rutherford counties.

She is a member and past-president of the Gaston County Pharmaceutical Auxiliary.

The Forrests have four children: Bill, Jr. 17; Nina 16; Terry 12; and Edwin 9.

Births

Mr. and Mrs. Ollie C. Harrell are announcing the birth of a son, Kent Harrison, June 4th. Mr. Harrell, UNC School of Pharmacy alumnus, is with Economy Pharmacy of Winston-Salem.

A birth which has just come to our attention is that of a son to *Mr. and Mrs. William N. Robertson, Jr.* The baby, born April 29, has been named William Neal III. The Robertsons have one other child, a daughter, Robbin, aged two years. The father, alumnus of UNC School of Pharmacy, is with Everington Drug Store of Laurinburg.

A son was born June 23 to Dr. and Mrs. R. T. Williams, Jr. Mrs. Williams, the former *Betsy Clark*, was a member of the 1965 graduating class of UNC School of Pharmacy. The Williams are making their home at #6 Geisinger Court, Danville, Pennsylvania 17821.

Mr. and Mrs. W. M. Elliott, Jr. are announcing the birth of a son, James Franklin, June 29, 1967. Mr. Elliott, member of the 1964 class of the UNC School of Pharmacy, is with Purcell Drug Company of Albemarle.

Marriage

Miss Sandra Jean Gilbert, member of the 1966 graduating class of UNC School of Pharmacy, and James Graves were married June 25 at the St. Pauls Methodist Church of Maxton. The bride is the daughter of Pharmacist Loamie Mercer Gilbert and Mrs. Gilbert of Maxton. She is employed by Mann Drug Store of High Point.

Deaths

GUION L. SEWELL

Guion L. Sewell, age 63, Kinston pharmacist, died July 4.

A native of Swansboro, Mr. Sewell established Sewell's Pharmacy in Kinston in 1947 following 12 years of employment with J. E. Hood & Company. He retired three years ago following sale of his pharmacy to J. R. Leatherwood.

Survivors include his wife, Mrs. Elizabeth Middleton Sewell.

EDWARD D. INGRAM

Edward D. Ingram, 59, operator of Ingram's Drug Store, Robbinsville, until retirement in 1962, died June 16 while on a flight from Knoxville to Miami.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

FOR SALE—Modern and complete Rexall Franchised full facility. Excellent shopping center location in North Carolina city over 50,000. Owner anxious to sell and wants an offer. Details in our office. Southern Company, Inc., 502 Wilder Building, Charlotte, N. C. Tel. (704) 332-1145.

PHARMACIST—Available for summer and fall relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, North Carolina. Tel. (919) 286-1192.

FOR SALE—Koonts-McGhee Drug Company, High Point, North Carolina. This business can be bought in whole or in part. Located in the heart of "Furnitureland" near the Southern Furniture Exposition Building, with motels in one block either side. 30 years in same location opposite Main Post Office. Reasonable sale price and terms. Write (or call 882-3373) 308 South Main Street, High Point, N. C.

JIMSON WEEDS

Ten years ago there was set up in Buncombe County (the first such in the United States) a committee of citizens who periodically scanned the lists of magazines and paperbacks, looked over the news stands and when objectionable (by ordinary decency standards) literature was found, requested the dealers to remove them from sale.

To the credit of this committee, composed of upright and respected citizens, there was not a single instance of coercion applied to any dealer. To the credit of the dealers it may be said that there was practically no disagreement of opinion as to what was objectionable, and not a single case of refusal to remove any such literature from the stands. Naturally, this committee had no police or judicial powers, nor did it seek to usurp any. All were aware of their limited duties and there was no inclination to set themselves up as paragons of sagacity or fashioners of destiny or abrogators of freedom. After the objections of the suppliers had been overcome, the committee fell into disuse from lack of need for it and disbanded of itself.

As a conscience prodder, such a committee would be of some use even today, but it would avail the pharmacist little aid except that its judgment as to what is obscene or otherwise objectionable would afford him a guide and lessen the arduousness of censorship he would himself attempt if he is to maintain clean shelves.

The best solution for the pharmacist in this matter lies within himself. He naturally shrinks from dictating the morals of his customers, nor does he seek to do so. But by precept and training he daily guards the health welfare of his community. By the same token he is placed in the unique position of possessing sufficient objectivity to help guard the morals of his customers. The creed of "First, Do No Harm" is as serious to him as it is to the physician.

He has the right, the duty, to approve of what he sells. He can simply deny to accept and put on sale those pieces of literature he considers to be obscene, objectionable, or harmful to the morals of his customers. He can adjust his own opinion and judgment of what is fitting to be sold to the measurement of his own ethics and his own sense of decency. What would be objectionable to "Mrs. Jones and her teenagers" would probably offend his sense of fitness also.

What he loses in custom, whatever time is added to his own use of that scarce commodity in culling from his order and his shelves those volume makers still in demand will be compensated by his gain of those magnificent imponderables accruing with the handling of a clean operation. Let the wise guys continue to salve their consciences with the false credo of "If I don't let 'em have it, somebody else will," but just go on doing the decent things sometimes mislabeled "hokum." If decency and refusal to compromise a clear and tranquil conscience be hokum, then it is a magnificent hokum.

Are you using an old accounts receivable system or one that is not up to date?

We would like to discuss with you our plan for keeping your receivables, it's called

TIP TOP*

- HANDLES ACCOUNTS RECEIVABLE
- INDICATES AND RECORDS TAX DEDUCTIBLE PURCHASES
- ACCUMULATES SALES TAX ON EACH CONSUMER STATEMENT AND TOTALS MONTHLY SALES TAX FOR STORE
- PROVIDES PROOF OF PURCHASE FOR MEDICAL INSURANCE PROGRAMS
- INSURES ON TIME BILLING
- ADDS SERVICE CHARGE ON PAST DUE ACCOUNTS (OPTIONAL)
- SIMPLIFIES RECORD KEEPING ON WELFARE ACCOUNTS (OPTIONAL)
- NO EQUIPMENT TO BUY OR LEASE
- CONSUMER CONCENTRATES PURCHASES WHERE MEDICAL EXPENSE RECORDS ARE KEPT. FROM ACTUAL EXPERIENCE IN STORE WHERE **TIP TOP** HAS BEEN INSTALLED EVERY STORE INCREASED CHARGE BUSINESS FROM 8% TO 32%, AND MOST STORES CUT RECEIVABLES AS MUCH AS 5% TO 15%.

*Tax Information Plan Total Owed Purchases

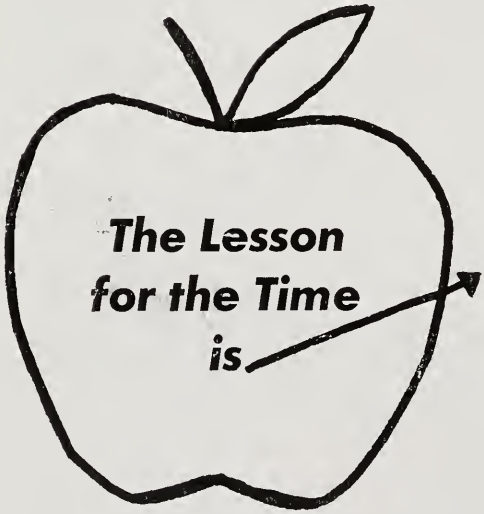
WE ARE A *Lilly* DISTRIBUTOR

To help you **OWENS, MINOR & BODEKER** *Obtain More Business & profits*

1010 HERRING DRIVE • WILSON, N. C.

ENJOY

BACK-TO-SCHOOL PROFITS



Make Your Store Headquarters for School Supplies by Ordering at Once from

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

BELLAMY DRUG COMPANY
WILMINGTON, N. C.

KING DRUG COMPANY
FLORENCE, S. C.

PEABODY DRUG COMPANY
DURHAM, N. C.

The Carolina JOURNAL OF PHARMACY

Volume XLVII September, 1967 Number 9

A plaque in honor of the late Mrs. Lucile S. Rogers of Durham, wife of Ralph P. Rogers, former president of the N. C. Pharmaceutical Association, was unveiled recently at the Institute of Pharmacy in Chapel Hill. Rogers, left, unveiled the plaque, assisted by his daughter, Mrs. Jack Millar of Winston-Salem, and his sons, Ralph P. Rogers, Jr. of Durham, third from left, and Clinton Rogers, also of Durham.

Frederick O. Bowman of Chapel Hill (left), General Counsel for the N. C. Pharmaceutical Association for the past forty-seven years, was honored recently by the Association at a special ceremony at Chapel Hill. NCPhA President S. D. Griffin, Jr. of Burlington is shown presenting a copy of The Pharmacy Laws of North Carolina, many of which were enacted during Mr. Bowman's long period of service as legal representative for the pharmacists of the state. Mrs. Bowman is shown in the center.

easy
does
it!
M-73
100 TESTS (APPROX.)
TES-TAPE®
Urine Sugar Analysis Paper
Protect from direct light, excessive moisture, and heat.
Lilly
FOR URINE SUGAR ANALYSIS ONLY
XA7109
AMX
DIRECTIONS — ON BACK
APPROX.
0
0%
+
1/10%
++
1/4%
+++
1/2%
++++
2% or more
It's also easy to make "extra" sales by suggesting Tes-Tape® to your diabetic customers.
Lilly
Tes-Tape®
(urine sugar analysis paper, Lilly)
7043-0

JUSTICE CHRISTMAS
SHOWROOM OPENS
MONDAY, SEPTEMBER 11

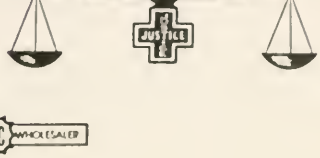
IN OUR AIR-CONDITIONED SHO
ROOM TO BUY YOUR FALL A
CHRISTMAS MERCHANDISE

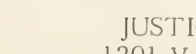
AT THE MOST COMPLETE LINE
GIFTS, WRAPPINGS, CHRISTM
LIGHTS, ETC. AVAILABLE

TO YOUR CASH REGISTER RING
THOSE BIGGER SALES AND PROF
THIS FALL WITH A BETTER SEL
TION OF MERCHANDISE

SHOWROOM HOURS—9:00-5:00 P.M
MONDAY THROUGH FRIDAY
OTHER HOURS BY APPOINTMEN

LET US KNOW
WHEN TO EXPECT YOU
DO JUSTICE TO YOUR
HOLIDAY BUSINESS!!





JUSTICE DRUG COMPANY
1201 VALLEY PARK DRIVE

ENDEAVORING TO BETTER SERVE

Our Holiday Showroom is now open. Hours are 9:00 A.M. to 5:00 P.M. Monday through Friday (weekend and after hours by appointment). A complete selection of Holiday and Gift Items awaits your visit. We welcome and appreciate the opportunity to serve you.

Scott Drug Company

CHARLOTTE, N. C.

Representing 76 Years of Integrity and Reliable Service

The Carolina JOURNAL OF PHARMACY

September, 1967

VOL. XLVIII No. 8

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Harry Smith Establishes $102,000 Loan Fund	5
State Board of Pharmacy	7
News From the Local/Sectional Pharm. Societies	8
Pharmacist of the Year	12
National Pharmacy Week	14
What Winds the Pharmacist's Clock	17
TMA News Briefs	34
Jimson Weeds	35
Institutional Pharmacy Practice	36
UNC Pharmacy School Notes	38
Births-Weddings-Deaths	39
Classified Advertising	40

ADVERTISERS

E. B. Read Lithographic Corporation	5
Travelers Express Company Inc.	18
Faultless Rubber Company	22
Hollingsworth's Unusual Candies	30
B. C. Remedy Company	16
Berryhill Fountain Sales	6
Davenport-Dillard, Inc.	10
Henry B. Gilpin Company	15
Justice Drug Company	1
Grant E. Key, Inc.	24
W. H. King Drug Co. and Associates	4th Cover
Lance, Inc.	33
Eli Lilly & Company	2nd Cover
McCourt Label Company	7
Menley & James Laboratories	26
Owens, Minor & Bodeker	3rd Cover
Ramsey Manufacturing Corporation	6
Roche Laboratories	20-21
E. N. Rowell Company	8
Scott Drug Company	2
Seeman Printery	11
Smith Wholesale Drug Company	7
Stanback Company, Ltd.	9
Washington National Insurance Company	37

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Convention Comment

Note from an official of a major pharmaceutical manufacturer:

"If the same spirit and willingness to participate in such programs could be bottled and sent to some of the other forty-nine states, we are confident that many of the serious problems that are arising today would soon vanish."

New Owners

Jim Patterson and Lucius Cook are the new owners of Westgate Pharmacy, Statesville. Patterson is president and treasurer; Cook, vice president.

Help Pick "Miss Mount Airy"

Pharmacist Robert L. Lewis and his wife, Georgia, served as judges in selecting "Miss Mount Airy" at the Jaycee's Pageant held in Mount Airy on July 28-29.

Mr. Lewis operates a pharmacy in Charlotte—Park Road Drug Company.

John Floyd Now Headquarters In Atlanta

John Floyd is now special prescription representative for Brockway Glass Company in the Southeastern States. He is making his headquarters in Atlanta, 3506 Buford Highway, K 7, Atlanta, Georgia 30319.

Any prescription bottle user south of Memphis, Tenn. to Louisiana and Miami, Florida is likely to see John, especially if he is a potential user of Brockway products.

Disasters and Catastrophies

Hood's Pharmacy, Pink Hill, was the scene of an attempted burglary in July. Apparently the break-in was directed to the pharmacy's narcotic supply which was so well hidden nothing was taken.

The front door of Bridge Street Pharmacy, Elkin, was forced in a July 23 night-time robbery. Some drugs and cash were taken.

N. C. STATE DEPARTMENT OF PUBLIC WELFARE—MEDICAL SERVICES REPORT

	June		*July 1-June 30*		*July (Estimate)*	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	4,046	$ 671,473.25	48,580	$ 9,949,649.89	4,500	$ 944,500.00
Outpatient	4,888	56,163.59	43,579	614,721.67	3,250	44,400.00
Pharmacy	42,606	380,342.54	581,116	6,745,207.32	44,000	447,000.00
Dental	80	1,278.00	1,589	32,080.24	100	1,900.00
Total	51,620	$1,109,257.38	674,864	$17,341,659.12	51,850	$1,437,800.00

VENDOR PAYMENT DATA

	July		*August (Estimated)*	
	Claims	*Amount*	*Claims*	*Amount*
Inpatient	4,710	$ 944,968.68	3,589	$ 652,995.00
Outpatient	3,276	44,555.65	4,470	54,341.00
Pharmacy	44,134	404,428.52	39,825	400,000.00
Dental	97	1,919.95	112	2,153.00
Total	52,217	$1,395,872.80	47,996	$1,109,449.00

HARRY SMITH LEAVES $102,000 TO ESTABLISH A PHARMACY STUDENT LOAN FUND AT UNC

The will of the late Edwin Harrison (Harry) Smith, Tarboro pharmacist, stipulated that his entire estate be used to establish a pharmacy student loan fund for residents of Halifax County.

The Edgecombe Bank and Trust Company of Tarboro was named trustee of the fund which, according to a preliminary estimate, will run to better than $102,000.

Smith provided that the fund would be under the direction of a committee composed of the Dean of the UNC School of Pharmacy, and the superintendents of schools in Halifax County, Roanoke Rapids and Weldon.

The committee is charged in the will with the responsibility of recommending students whom they feel will be able to successfully complete the Pharmacy course at UNC.

Smith's will further stipulated "The trustee shall make available to said student at any time during his or her two or three years in the University of North Carolina, loans not exceeding $2,000 per year at two percent interest, payable within four years after graduation."

The will provides that the trustee shall not be liable for loss caused by non-payment and that after 50 years, the trust terminates with all proceeds to go to Grace Episcopal Church in Weldon.

A native of Weldon, Mr. Smith graduated from the UNC School of Pharmacy in 1941.

Report Available

The report of the Commission on Pharmaceutical Services to Ambulant Patients by Hospitals and Related Facilities is available from APhA.

Written by Dr. Donald C. Brodie and titled "The Challenge to Pharmacy in Times of Change," the report surveys pharmaceutical services to patients and provides interesting and factual background on pharmacy's relation to modern medical care and hospital utilization.

Copies are available from Order Desk, APhA, 2215 Constitution Ave., N.W., Washington, DC 20037. Single copies are $2.50; quantity prices on request.

Personnel Changes

J. W. Gray, Jr., from Eckerd Drug, Charlotte, to Hospital Pharmacy, Dunn.

Robert W. Edwards, Jr., former assistant manager, Kerr Drug, Rocky Mount, now manager Kerr Drugs, Sunrise Shopping Center, Goldsboro.

John H. Myhre, former manager of Kerr Drugs, Goldsboro, has been transferred to Raleigh.

Jesse J. Beale from Graham to Medical Centre Pharmacy, Mooresville.

HAZELWOOD—Joe Russell and Don Leatherwood have their new pharmacy (Russ-Wood Drugs) open.

MORGANTON—George T. Cornwell, president and treasurer of Cornwell Drug Stores, has been named a director of the Morganton Board of Wachovia Bank and Trust Company.

WENDELL—Saunders Pharmacy has moved to a new location, corner of Third and Main Streets.

Barney Barnette ought to get a medal . . .

Barney's our North Carolina representative. For 40 years he's been supplying his customers with Rx labels, Rx blanks, files and drug packages. E. B. Read is proud of Barney's service record, and wants to take this opportunity to say:

"Happy Anniversary Barney!"

Although he deserves a medal, Barney would settle for a chance to help you with your next printing order. Just call 775-2881 in Sanford, N.C. or write P. O. Box 955, Sanford, N.C. 27330.

E. B READ LITHOGRAPHIC CORPORATION

2318 SHERWOOD AVE., BALTO., MD. 21218
Rx LABELS Rx BLANKS Rx FILES Rx PACKAGES

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

SCOTSMAN ICE MACHINES

SUPER FLAKERS FOR DRUG STORES

OVERNIGHT DELIVERY

LOW PRICES—EASY TERMS

WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251 CHARLOTTE, N. C. 28203

PHONE: (704) 332-8945

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Eckerd's Drugs, Newtowne Plaza Shopping Center, Statesville. Eckerd Corporation—owner. John L. Kennedy, pharmacist-manager.
2. Eckerd's Drugs, Biggs Park Shopping Center, Lumberton. J. Herbert Boyd, ph.-mgr. Eckerd Corporation, owner.
3. Eckerd's Drugs, Shelby Plaza Shopping Center, Shelby. R. Ellis Tate, ph.-mgr. Eckerd Corporation, owner.
4. Longview Pharmacy, 3333 First Avenue S.W., Hickory. G. A. Page, L. E. Thomas, Z. S. Lawhon, C. H. Sain, owners. G. A. Page, ph.-mgr.

Transfer of ownership

1. Summit Street Pharmacy, Inc., 454 West End Boulevard, Winston-Salem. J. A. Way, Jr. and John W. Andrews, owners. James A. Way, Jr., ph.-mgr.
2. Skyland Drug, Inc., Hendersonville Rd., Skyland. Quay Beck, Jack Romine, Mary S. Beck, owners. Jack Romine, ph.-mgr.
3. Arthur's Pharmacy, 1248 South Main St., High Point. J. F. Bland, owner and ph.-mgr.
4. Johnson's Drug Center, 2700 N. Elm St., Lumberton. Donald H. Bissett, Louise G. Miller, Valera M. Bissett, owners. Donald H. Bissett, ph.-mgr.

Limited Service Permits

1. Richard Memorial Hospital, Hospital Road, Rockingham. E. L. Fischer, administrator; Norwood Blanchard, ph.-mgr.
2. Valley Clinic and Hospital, Hwy. #74, Bat Cave. J. A. Riddick, administrator; Larry G. Baber, ph.-mgr.

Registered by reciprocity

Jack Collins Lance (from Georgia)
V. George Asbed (from Kentucky)
James R. Grant (from Georgia)

Make McCourt
Your "Buy-word"
A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat
Physicians R; Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes
Prescription Labels
all Styles and Colors
QUALITY SERVICE SINCE 1904
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.
Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

SMITH
WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

NEWS
from the local-sectional pharmaceutical societies

Northeastern

Frank Fife, General Manager of Owens, Minor and Bodeker wholesale operation in Wilson, discussed "Image and Your Civic Rent" at the August 9 meeting of the Northeastern Carolina Pharmaceutical Society meeting in Williamston.

Greensboro Society of Pharmacists

The July 27 meeting of the Greensboro Society of Pharmacists was highlighted by

(1) Established a prescription program for beneficiaries of Community Health Services.

(2) A talk "Biochemical Drug Interactions" by Dr. Claude Piantadosi, Professor of Biochemistry and Medicinal Chemistry at the UNC School of Medicinal Chemistry at Professor of Biochemistry at the UNC School of Medicine.

(3) Nomination of officers to serve next year: Wyndham Dukes, president; Dewayne Franzen, president-elect; J. Frank Pickard, vice president; Al Mebane, executive secretary-treasurer, 3 year term; Marion Edmonds and Ronald Buchanan, directors, 2 year terms.

Wake County

The July 11 meeting of the Wake County Pharmaceutical Association, held outside Raleigh at Milburnie Club, was the organization's annual summer "Ladies Night" program.

The menu featured barbecued chicken and blackeyed peas.

The Association will contribute a filing cabinet to the Institute of Pharmacy in memory of the late Kenneth Handy.

A talk by Michael Karper of the Food & Drug Administration was the feature of the August 1 meeting of the Association in Raleigh at the College Inn.

Mr. Karper illustrated his talk with a movie which demonstrated some of the abuses resulting from the illegal traffic in barbiturates and amphetamines.

Dr. Edward A. Brecht attended the meeting and briefly discussed his work in Louisiana.

100,000 Diabetes Test Kits To Be Distributed In November

The Mecklenburg Pharmaceutical Society, along with other professional and business organizations, will distribute an estimated 100,000 diabetes detection kits to area residents November 12 through November 18.

Last year, the group gave 80,000 free kits. Twenty thousand people returned them for analysis. At least 52 previously unknown diabetics were detected.

Cabarrus

Mrs. William G. Forrest of Gastonia, State Auxiliary President, was guest of honor at the Cabarrus Pharmaceutical Auxiliary's July meeting at the Cabarrus Country Club.

She was accompanied to Concord by Mrs. Gordon Bane, a former member of the Cabarrus group.

Following the buffet luncheon, Mrs. Forrest made a short talk on possible service projects for the Woman's Auxiliary.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

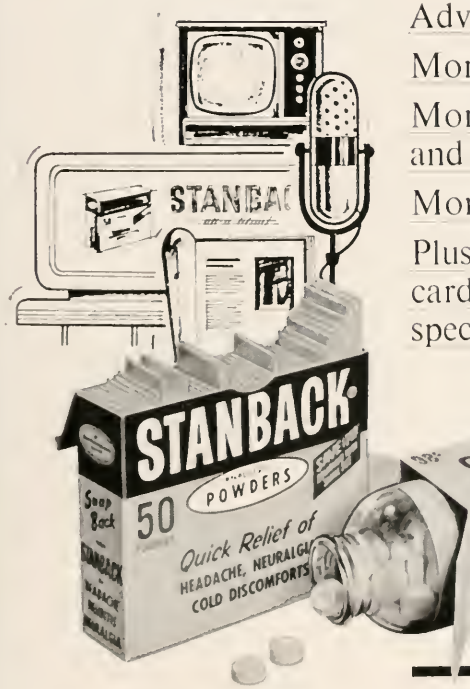
Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.



Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

Physicians, Pharmacists And The Public

A "Physician-Pharmacist Code of Understanding" has been developed by the Medical Society of the State of North Carolina and the North Carolina Pharmaceutical Association.

The Code has been published in pamphlet form and distributed to members of both professions throughout the state.

The Code constitutes the recognition that physicians and pharmacists are interdependent in serving the patient and have a joint responsibility of educating the public in the proper use of handling of medications.

The "Freedom of Choice" heading in the pamphlet touches on a matter that has long irked The Pilot.

Here is the complete text of this portion of the Code:

"Sec. 1. Both professions should strive to afford the patient, at all times, free choice of medical and pharmaceutical services.

"Sec. 2. Prescription blanks imprinted with the name of a pharmacy, referral of a patient to a specific pharmacist by a physician or referral of a patron to a specific physician by a pharmacist is construed as limiting freedom of choice. These practices as condemned."

These referral practices should be condemned—whether specifically spoken or implied on an imprinted prescription blank which might lead numerous uninformed or unsophisticated persons to use that pharmacy rather than, for instance, one which might be much more conveniently located in relation to their residence.

We commend the leadership of the State medical and pharmaceutical groups for speaking out strongly on this matter, along with other aspects of the relationship of the two professions to each other and the public.

Most especially, we commend the groups for giving their actions the wide publicity they deserve by sending a copy of the pamphlet and a summary of its main provisions to newspapers.

We hope that the Code will receive wide public attention.

Reprinted by the *Laurinburg Exchange* from the *Southern Pines Pilot*.

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

D D

For eighty-two years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Mt. Pleasant Pharmacist William Whitaker Moose to Visit Richmond As Guest Of A. H. Robins

Mt. Pleasant pharmacist William Whitaker Moose, the North Carolina Pharmaceutical Association's 1967 recipient of the A. H. Robins "Bowl of Hygeia" Award for outstanding community service, is among this year's award winners who have accepted an invitation to visit A. H. Robins Richmond headquarters early in October.

Award-winning pharmacists from each of the United States, the District of Columbia, and the 10 provinces of Canada have been invited to visit Richmond for three days beginning October 5. They will be guests of the pharmaceutical manufacturing firm and its president, E. Claiborne Robins.

While in Virginia, the pharmacists will tour A. H. Robins' manufacturing plant and research center, and be honored at a reception and dinner. They also will spend a day touring Williamsburg, the restored colonial capital of Virginia, and will visit Richmond's well-known Valentine Museum.

In addition to visiting Richmond, the award winners will be featured in a special full-page advertisement which A. H. Robins will sponsor in the October 6th issue of TIME Magazine. The ad will include individual photographs of all the recipients and indicate that they have been cited for outstanding service to their respective communities.

The "Bowl of Hygeia" Award is presented annually by the participating state pharmaceutical associations, which select their respective recipients. This is the 10th year that A. H. Robins has sponsored the "Bowl of Hygeia" program, and the award now is one of the most coveted in the pharmacy profession.

Moose is the ninth North Carolina pharmacist to receive the award. Previous recipients were Harold Vann Day of Spruce Pine, in 1959; Ralph R. Rogers, Jr., of Durham, in 1960; William H. Randall of Lillington, in 1961; Charles D. Blanton, Jr. of Kings Mountain, in 1962; David R. Davis of Williamston, in 1963; John T. Henley of Hope Mills, in 1964; Jesse Miller Pike of Concord, in 1965; and John E. Mills of Mount Airy, in 1966.

I. THOMAS REAMER

Durham

1967 Pharmacist-of-the-Year

Recipient of the North Carolina Pharmaceutical Association Mortar-and-Pestle Award for Distinguished Service in the Field of Pharmacy, Public Health, and Welfare

DURHAM, NORTH CAROLINA — SEPTEMBER 13, 1967

CAREER HIGHLIGHTS

I. THOMAS REAMER

A graduate of the University of Maryland, Mr. Reamer engaged in community pharmacy in the city of Baltimore in 1925, later transferring to Johns Hopkins Hospital where he served as Assistant Chief Pharmacist. In July of 1931 he was appointed Chief Pharmacist for Duke Hospital, Durham, and Associate in Pharmacy at the Duke University School of Medicine.

Mr. Reamer is a charter member of the American Society of Hospital Pharmacists, a Past-President, and had the distinction of serving as the Society's Secretary for a three-year period. In 1959 he was tendered a testimonial dinner by the ASHP at which time he was presented the H. A. K. Whitney Lecture Award by the Michigan Society of Hospital Pharmacists. Mr. Reamer is also a charter member of the Southeastern Society of Hospital Pharmacists.

Mr. Reamer has participated in many Institutes on Hospital Pharmacy as a lecturer. He was a delegate to the Pan-American Congress of Pharmacy in Lima, Peru in 1951, and a delegate to the meeting of the International Congress of Hospital Pharmacists in Basle, Switzerland in 1952.

He is a charter member of the North Carolina Pharmaceutical Research Foundation. He served on the North Carolina Board of Pharmacy from 1944 to 1947. He is a past-president of the Durham-Orange Pharmaceutical Association.

In his community, Mr. Reamer is active in civic affairs. He has served as president of the Durham Lions Club, and has done extensive work with the Boy Scout program.

Mr. Reamer is married to the former Ann Davis of Jacksonville, Florida. They have three sons—Tom, Dick, and Gary.

this week and every week . . .
your pharmacist works for better
community health

national Pharmacy week. October 1-7, 1967

national pharmacy week order form

Order Desk
American Pharmaceutical Association
2215 Constitution Avenue N.W.
Washington, D.C. 20037

Gentlemen:

Please send me the National Pharmacy Week materials indicated below. Enclosed is my payment in the amount of $. Orders totaling less than $10 must be accompanied by payment.

Quantity

- National Pharmacy Week kit ($3)
- National Pharmacy Week Streamer
  Single streamer—free
  25 streamers—$2
  100 streamers—$7
  500 streamers—$30
  1,000 streamers—$50
- National Pharmacy Week Bumper Sticker
  25 stickers—$5
  100 stickers—$15
- 1967 PhA Public Education Awards Competition
  rules and entry form—free

Name

Street

City State Zip Code

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

"I just discovered BC!"

You and your customers are going to see and hear a lot of this housewife along with others like her. They are appearing in a series of new BC color television commercials as well as a new radio series. They will be telling viewers and listeners how they discovered BC. It promises to generate a desire among more and more new customers to try the relief-giving effectiveness of BC.

Keep BC Powders and Tablets Well Displayed Where Customers Can Easily "Discover" Them

BC Powders
10c and 25c and Handy-Packs of 24

BC Tablets
10c and 25c and Bottles of 50 and 100

B. C. Remedy Company
Durham, N. C.

WHAT Winds the Pharmacist's Clock Makes It Tick

By Tommy Adkins
President, Crandon Wholesale Drug Co.
Miami, Florida
Executive Vice President
Yahr-Lange, Inc., Milwaukee, Wisconsin

It is indeed a pleasure and honor to appear before you as a member of this Panel.

As our moderator has stated, I am the Executive Vice President of Yahr-Lange, Inc. of Milwaukee, Wisconsin, and President of Crandon Wholesale Drug Co. of Miami, Florida, which are two of the larger service wholesale druggists of our nation.

We serve approximately 2200 retail drug stores and have intimate contact with most of them, therefore, my remarks and observations are based on firsthand knowledge of their operating methods and the results they have achieved.

In other words, we feel that we know "what winds the retail pharmacist's clock and what makes it tick."

Competition

The world of distribution today faces tremendous problems. Frankly, wholesale and retail druggists are very much disturbed, for they have lost thousands and thousands of dollars of business to so-called non-drug outlets such as supermarkets, discount stores, house-to-house vendors, mail order houses, etc.

If the wholesalers and retailers who render a complete drug store service to the American people were to take the inventory position of the discount house or the food stores, they would only stock the fast moving items upon which a successful public demand has been created. This means that the wholesale and retail druggists would not stock the slow-moving or the odd items. The American people would have no ready source of supply for these items.

The full line service wholesale and retail drug industry, however, feels that in the pharmaceutical and allied fields they have a responsibility to the diagnostic decision of a physician and, therefore, stock many items which are not profitable—for these items remain on the shelves for months and do not turn with rapidity—but, the American people expect the drug store to have these items in stock and to be ready to supply their unusual needs on a round-the-clock basis, if necessary.

I am sure that no thinking person would want to eliminate competition in the market place. What we should strive to develop is a competitive force which would create SERVICE not SUICIDE.

If the world has come to believe that price—and price alone—or, the discount house and food store methods of "Rube Goldberg" merchandising gimmicks, are the only ways to sell merchandise, then I am sure a lot of us are going out of business.

Any student of business knows that there are two classes of people . . . *One class wants service and quality—the other class lets price buy them.*

Never forget that there are birds on tree branches crying, "Cheep! Cheep!" and, in the streets below another species is also crying, "Cheap! Cheap!"

The first sound is a language of the feathered tribe, while the second is the evidence of a sickness of the mind.

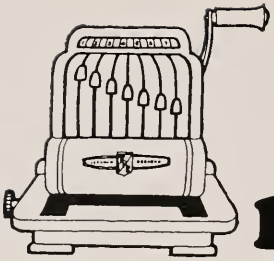
Unfortunately, people may not understand that the cheapest cost is not always the best value—that "cheap" is oftentimes expensive.

We all like quality and service but hesitate to pay for it. This leaves us in a state of quandary. This attitude holds back progress. We spread a contagious disease which eats into the heart of industry and enslaves us. We begin to work twice as hard for half as much—and, we sell bushels for the price of pecks—and we buy rotten apples, most of which we throw away.

There is no substitute for QUALITY—whether it be merchandise or service. When we begin to search for substitutes, we are defeating our own purpose. We should learn to appreciate values and to understand that the "other fellow" must also live. In this manner, we, too, will be considered . . . for system is a circle.

Cheap labor and bad competition are no cure for inflation. It is value and qual-

(Continued on page 19)

this  money machine* turns your minutes into dollars

***and it costs you absolutely nothing!**

Familiar faces will appreciate the extra service . . . new faces will appear in your place of business because of it. And you'll profit through "plus" business and generous commissions! Good, solid reasons for you to become a TRAVELERS EXPRESS MONEY ORDER AGENT . . . NOW!

Your TRAVELERS EXPRESS money order agency costs nothing to operate . . . all necessary equipment and promotional material is furnished by TRAVELERS EXPRESS . . . a foot of counter space is all you need to be in business.

Let the TRAVELERS EXPRESS COMPANY representative in your area tell you the complete TRAVELERS EXPRESS "money machine" story. It's well worth listening to!

MAIL THE RETURN COUPON TODAY!

TRAVELERS MONEY ORDERS EXPRESS

Travelers Express COMPANY INC.

2906 HILLSIDE AVE., CHARLOTTE, N. C. 28209 (704) 377-5278

Please have your local representative show me, without obligation, how I can increase my business with TRAVELERS EXPRESS MONEY ORDERS.

NAME_____

FIRM NAME_____

ADDRESS_____

CITY_____ STATE_____

WHAT MAKES IT TICK

ity we must consider. Quality may not be bartered—we only get what we pay for.

Our present inflation is caused, to a great extent, by the fact that MOST PEOPLE MAKE MORE THAN THEY EARN AND SPEND MORE THAN THE MAKE . . . so, we have higher prices and expanding credit with no thought of trying to curb these two forces by the masses of people in our nation.

The man in business must make a fair profit or fall by the wayside. The person rendering a good service should be adequately compensated. The man buying the service or merchandise should get his value.

This renders the dollar as a medium of exchange which is what it ought to be—and not an enslaving tyrant leading us into chaos. We should spend wisely, generously, and with an eye for value. *Value is the barometer of a Sound economic system—not price.*

Therefore, the retailer in the drug and pharmaceutical industry must start selling the concept of VALUE instead of PRICE.

The American people must know that every time somebody gets something for nothing somebody else gets nothing for something.

I saw a sign in a retail jewelry store last week and it said . . . "*Selling watches below cost!*"—I went into the store and asked the owner how he could make any money selling watches below his cost and he replied: "*I can't. I make it repairing them.*"

Price Cutting usually works out this way:

The Ten Chiselers

Ten little chiselers, cutting all the time;
One cut a little more, then there were nine.
Nine little chiselers, feeling kinda great;
One forgot overhead, then there were eight.
Eight little chiselers, looking up to heaven;
One took a credit risk, now there's only seven.
Seven little chiselers, thought the couldn't mix;
One quit the association, now it leaves six.
Six little chiselers, all still alive;
One cut the price again, now we have five.
Five little chiselers, crying for more;
One couldn't pay his bill, now we have four.
Four little chiselers, all full of glee;
One forgot the pattern, so we have three.
Three little chiselers, didn't know what to do;
One met a low price, now there's only two.
Two little chiselers, a-cuttin' by gum;
One cut the other's throat, now we have one.
One little chiseler, left without a penny;
He couldn't cut no more, so now we haven't any.

Are Competing Customers Treated Fairly?

The competitive problem confronting all of us, and which I believe may be an act in violation of the Robinson-Patman amendment to the Sherman Anti-Trust laws and the Federal Trade Commision Act, is the practice by some manufacturers, wholesalers and other suppliers of offering advertising allowances, extra discounts, and/or lower prices to certain customers who purchase large quantities of their merchandise.

This practice gives a distinct advantage to the larger retailers and has a tendancy to make the *big merchant bigger* and the *small merchant smaller.*

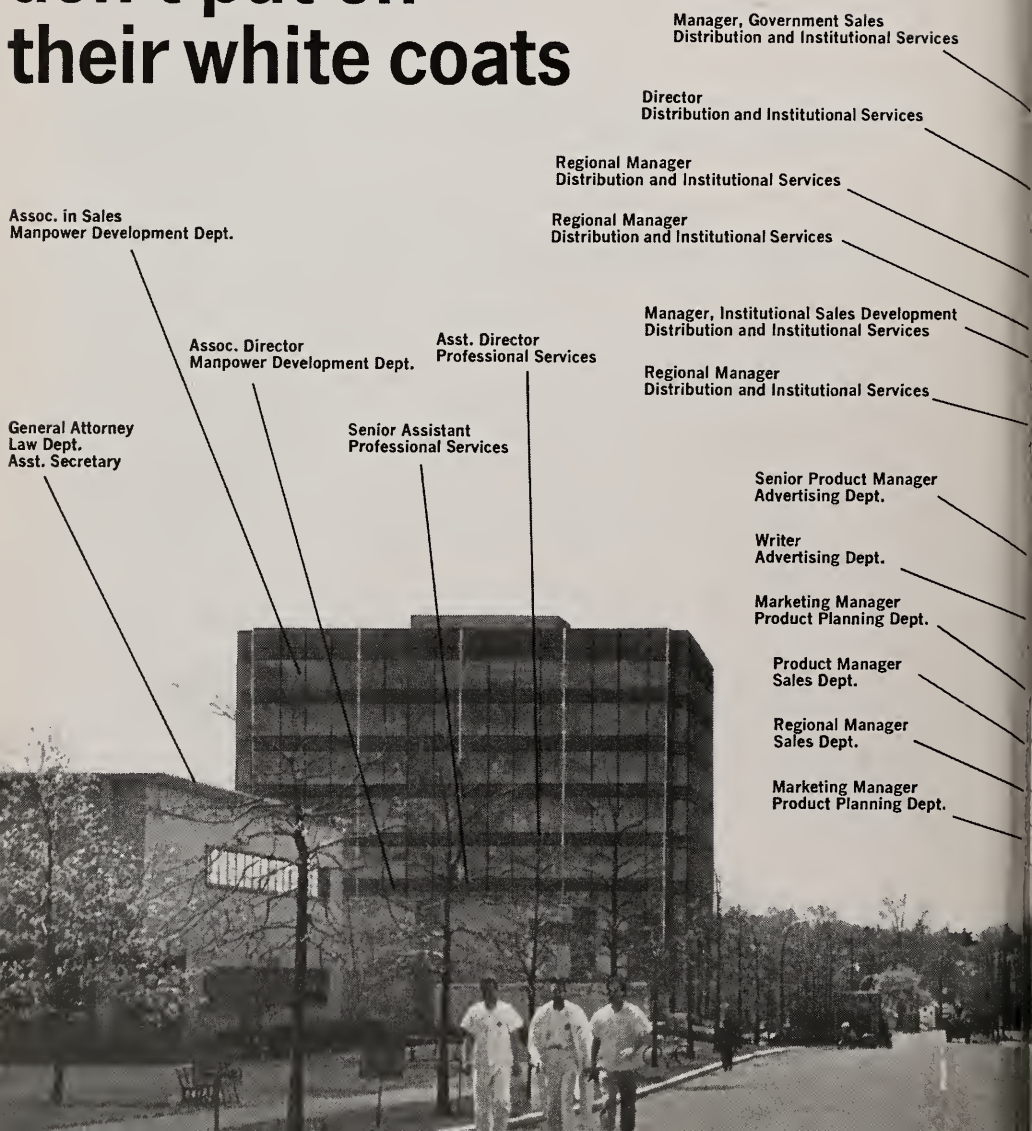
Most of these special allowances and preferred customer prices cannot be justified in terms of economic savings to the seller—they are being used as a *bait to capture the large merchant's business.*

It is my feeling that sooner or later such acts by wholesalers and manufacturers may be considered as violations of the law and that they will be brought before numerous Federal Grand Juries throughout the nation, such as the one recently in session at Kansas City, Missouri, and eventually such pricing policies and other so-called "chiseling methods" will be declared illegal and thus eliminated.

It might be advisable for all retail druggists and their buyers to realize that, if they enter into such special purchase discount arrangements with certain wholesalers or manufacturers and if, as and when such

(Continued on page 23)

Every morning 21 pharmacists at Roche don't put on their white coats



Not that they wouldn't feel at home in them, but as key corporate decisionmakers they wear business suits (except when they work in shirt sleeves...often late at night).

They bear a variety of business titles, and you'll find them throughout the Roche complex. The picture below will give you a rough idea of where and how they serve Roche...and you. (And this doesn't begin to show the many other pharmacists at Roche...in such areas as product research, quality control, toxicology and pharmacology.)

What does all this mean to you?

We think it means business. Because at every step of our planning we have 21 articulate pharmacists helping to formulate those plans — men and women who are keenly aware of your needs, your desires, your professional goals and your business problems.

And they travel a lot. They listen a lot. They constantly work at keeping the flow of information open ...from you to us and back again. You may well have met one of them at city, county or state pharmaceutical meetings and conventions.

They're our windows to the pharmacy world. They're your professional representatives at Roche.

That's why it's important...when policy decisions are made at Roche, pharmacists are there.

ROCHE

Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110

Now, from Abbott... three new "planned profits" deals to help you sell more home health products

Here they are—the latest Faultless Home Health Products deals especially selected to give you greater profit potential.

During this deal period (August 14 through Sept. 30, 1967) you can choose between *two* bonus display merchandisers. A large permanent unit with an exceptionally broad selection of fast-moving Faultless items. Or a Junior Size permanent display (illustrated) that's just right for limited floor space. Full details on the merchandise assortments are available from your Abbott Representative.

New Junior Size display fixture holds most popular Faultless items. Sets up in minutes. Measures only 37½" W x 19" D x 55" H. Included as bonus with package assortment No. 2881.

In addition, there's a popular "Debonaire" Household Glove with an extra discount from your regular purchase price.

Look 'em over. Then call your Abbott Representative for prompt action.

These Faultless deals available August 14 through Sept. 30, 1967

Junior Size—Permanent Home Health Products Display (No. 2881)
Includes attractive, compact bonus display fixture with assorted Faultless Home Health Products especially selected for rapid turnover. Self-selling merchandiser has sloping shelves to hold products neatly in place. Your cost, $149.95. Total suggested retail resale, $294.06. Your profit: 49%, plus bonus fixture ($42.00 value).

"Debonaire" Glove Assortment (No. 2885)
Ready-to-sell 48-pair assortment of "Debonaire" Household Gloves. You get attractive wire rack merchandiser...plus 5% extra discount on gloves. Window package allows customer to see merchandise. Suggested retail price, 98¢ per pair.

Permanent Faultless Home Health Products Display (No. 2895)
Complete inventory of fast-moving Faultless Home Health Products in sturdy metal self-service display fixture (36" W x 20⅝" D x 69¼" H). Total retail resale value, $469.03. Your profit: 49%, plus bonus display fixture ($82.00 value). 709423

FAULTLESS RUBBER COMPANY a division of Abbott Laboratories

practices are found to be in violation of The Federal Trade Commission Act, the *buyer is equally guilty with the seller because he is part of the illegal act when* he agrees to accept the merchandise at the lower price—or, accept special discounts, advertising allowances, or payments in one form or another, which were not made available to all the other retailers with whom he is in direct competition.

I feel that sooner or later the retailer or wholesaler who is now a so-called "chiseler" (one who is always looking for a better price than his competitor or one who is giving advertising allowances or special discounts to certain customers) will be faced with the sad awakening that he must play the game according to law or face the consequences—*Every honest man of character will agree that this is the way it should be.*

Retailers should be warned to be very cautious about accepting special discounts from wholesalers based on—

1. Higher volume monthly purchases.
2. Higher line extension purchases.
3. Secret "Kick Backs" from wholesaler's salesmen.
4. Special credit memos which are fraudulent and deceptive.

and any of the other types of so-called "Rube Goldberg" gimmicks which may be used by certain wholesalers in the drug field in an attempt to help the retailer solve his competitive problems.

Retailers should be very careful in joining up with any of the so-called cooperative advertising and merchandising schemes which, over many years, have proved of little value to the retailer who believes in building his *Individual Image* in the minds of his customers.

Again, the participation of manufacturers, wholesalers, and retailers in such cooperative schemes is very questionable from a legal viewpoint.

If you are a prudent and wise businessman you will reserve all doubts in your favor and, thereby, minimize the risk of a costly venture in which nothing is gained.

The Major Problem

The problem which, in my opinion, ranks Number One on the list, lies in wholesale and retail merchants themselves. They really are problem children.

It has been said, "*It's not what you don't know that hurts you, but it's what you do know that is not true, that hurts you.*"

Pharmacists and retail drug store owners, generally, are very good citizens—well educated, good pharmacists, but do they know how to successfully operate their pharmacy? Do they know how to apply the essentials of good business practice in their stores? Do they have originality, foresight, judgment, and balance?

I have spent years trying to teach retailers the basic concepts of retail management, and I sometimes think Victor Hugo was right when he said, "To change a man's habits, you must start with his grandmother."

The drug store proprietor needs to know the why and how of management. He needs to know:

1. *How to set selling prices.*
2. *How to buy intelligently.*
3. *How to budget his expenses.*

A Check-list for Management

The intelligent pharmacist will chart his course and check his activities along the following major lines of thought:

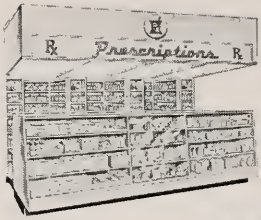
1. *How to determine Pricing Policies*

The retailer must be alert to the buying habits of his customers. (Remember: *Your Customers not your Competitors* should tell you how to run your business). In case the great majority of his customers are price conscious and *refuse to accept the value* concept of merchandising, then he might consider adopting low marginal methods of merchandising whereby he creates a low price image for his store. He may do this by offering popular brands or substitutes as loss leaders and depend upon such items for large customer traffic and high *sales per customer* rather than a *high merchandise unit of sale.*

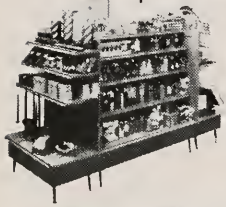
Cut prices must produce increased sales if present dollar profits are to be maintained.

(Continued on page 25)

A Check-out Section with Confections, Gifts and impulse items at point of sale.



The Lumilite Canopy spotlights your Professional Service and adds prestige to this most important department.



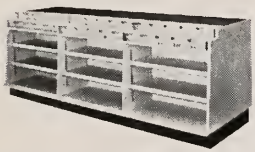
Self-Service for Hair Needs and Toiletries well displayed for quick sales.

Self-Service Wall Displayers with glass enclosed Cosmetic Insert Section.

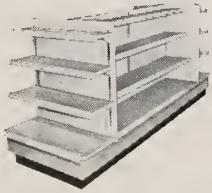
The "KEY" Word in Modern Store Fixtures is . . .

VERSATILITY

A Curved Glass Showcase for your Gift or Cosmetic Section lends Glamour to your displays.



Display Front Wrapping Counters increase impulse sales.



Self-Service Gondolas for most flexible displays.

These merchandisers and many more are produced on a quantity basis to give you quality displays at lowest possible prices.

We are planning to
- ☐ Modernize
- ☐ Expand
- ☐ Build New Store

Name_____

Firm Name_____

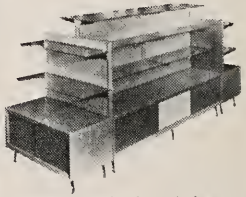
Street Address_____

City_____ State_____

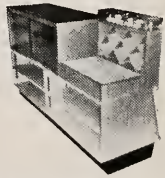
GRANT E. KEY, Inc.

Manufacturers

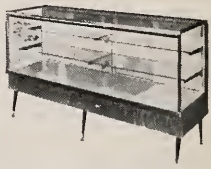
LYNCHBURG, VIRGINIA



Gondolas with Glass Shelves and cartan storage below for your finest self-service displays.



Special Design for increasing Camera and Film sales.



Modernistic Display for increasing Sales of your finest Cosmetics.

WHAT MAKES IT TICK

Many retailers are not aware of the increased sales which are necessary when adopting a low-marginal method of pricing merchandise.

For illustration: If a retailer who now has a price policy in which he realized a gross profit of $33.33 for every $100 of sales should decide to operate on a much smaller markup, then he must *increase* his sales on such low-marginal commodities in order to maintain his present gross profit dollars. The following table shows the approximate increase in sales necessary at certain low margins to maintain the same profit dollars when sold at the full established retail price.

25c Item Costing $2.00 Per Dozen

Sales at Margin of	Sales Increase Necessary To Offset Price Reduction	Suggested Pricing Method For Sale
33.3%	None Nec.	sell at 25c each
27.0%	32.0%	sell at 23c each
20.0%	92.0%	sell at 2 for 42c
12.0%	257.0%	sell at 4 for 76c

50c Item Costing $4.00 Per Dozen

Sales at Margin of	Sales Increase Necessary To Offset Price Reduction	Suggested Pricing Method For Sale
33.3%	None Nec.	sell at 50c ea.
29.0%	21.0%	sell at 47c ea.
23.0%	72.0%	sell at 2 for 86c
15.0%	194.0%	sell at 3 for $1.17

75c Item Costing $6.00 Per Dozen

Sales at Margin of	Sales Increase Necessary To Offset Price Reduction	Suggested Pricing Method For Sale
33.3%	None Nec.	sell at 75c each
28.0%	32.0%	sell at 69c each
20.0%	93.0%	sell at 2 for $1.26
15.0%	178.0%	sell at 3 for $1.77

$1.00 Item Costing $8.00 Per Dozen

Sales at Margin of	Sales Increase Necessary To Offset Price Reduction	Suggested Pricing Method For Sale
33.3%	None Nec.	sell at $1.00 ea.
31.6%	6.0%	sell at 98c ea.
24.7%	50.0%	sell at 89c ea.
15.0%	175.0%	sell at 3 for $2.37

$2.00 Item Costing $16.00 Per Dozen

Sales at Margin of	Sales Increase Necessary To Offset Price Reduction	Suggested Pricing Method For Sale
33.3%	None Nec.	sell at $2.00 ea.
30.0%	20.0%	sell at $1.89 ea.
25.7%	46.0%	sell at $1.79 ea.
16.3%	153.0%	sell at 2 for $3.18

Pharmacists should be warned against adopting a low-marginal price policy unless they are determined to make it pay off in increased sales which are absolutely necessary as shown in above schedules. A retailer who fails to meet the required minimum sales increase is sure to reduce his overall profit picture and is heading for trouble *unless he can reduce his expense dollar or increase his profit producing traffic in store.*

2. *Buying for Inventory Control*

The retailer must understand the concept of buying for proper Inventory Control. Low-margin operations are not new—only the names are new, such as "Discount Stores," etc. Low-margin retailers determine the *Profitability* of their enterprise by measuring their gross profits in relation to their investment in the inventory of each class of merchandise. One of the methods used for each evaluation is to determine the average *Annual Margin-Inventory Index* figure and then adjust his merchandise purchase schedule in each class of merchandise according to the marginal percent applicable to each commodity. In this manner, you will secure the necessary turnover

(Continued on page 27)

Power up for extra earnings in the big cold season ahead with the Contac® "Fastest Mover" Deal, in effect to October 7. The Prepack Deal delivers 44% profit! Plus extra sales thrust with a free counter display. And fixed extended dating (at your wholesaler's option) puts you in the driver's seat.

Front-running Contac offers an unparalleled track record:

- Lightning pace–A sale every second in pharmacies last cold season makes Contac pharmacy's fastest-moving proprietary in dollar volume!
- Proven performance as a profit maker–For the fourth straight year Contac leads all cold tablet/capsule sales in pharmacies.

Champion Contac will deliver more advertising again this year than any other cold and hay fever product. And all Contac advertising steers customers to the pharmacy.

Have your MenJ wholesaler race right over.

No other proprietary sparks profits for pharmacists like Contac.

MENLEY & JAMES LABORATORIES, Phila., Pa. 19101
Proprietary Pharmaceuticals made to Ethical Standards

FASTEST MOVER DEAL

WHAT MAKES IT TICK

of merchandise to yield the desired gross profit return on inventory investment.

If I were asked to compute the annual margin-inventory index figure for the average retail drug store, the procedure would be as follows:

a. Statistics show that the average gross profit in a drug store is approximately 34 percent of sales.

b. The average total inventory is equal to approximately 17% of total annual sales.

c. You divide A by B, and you have an answer of 2, or 200 percent, which is your

Annual Margin-Inventory Index.

When you are determining the frequency of purchase schedule, use the following table:

Note: The national average shows an annual gross profit equal to $2.00 for each $1.00 invested in merchandise inventory, therefore, the Margin-Inventory Index is 200%. (Example: 200% divided by 10% equals 20 Inventory turns per year.)

The Service Wholesaler is the source of supply which can help you attain the desired frequency of purchase necessary to give you an adequate gross profit return on your inventory investment.

Using the above concept of return on inventment rather than gross profit on sales will show the retailer at what marginal-levels he can profitably meet the so-called "Discount Store" or low-marginal operator. If a retailer finds it necessary to sell an item on a 10% gross margin, then he must see to it that he SELLS the quantity he BUYS within eighteen days.

The low marginal operation will always be with us in one form or another and can be classified as very keen competition. Competition will, therefore, always be with us —but the big question is, WILL YOU?

When Your Gross Profit On Sales is—		You must have an annual inventory Turnover of—		This means You Should Re-order this merchandise—
10%	—	20 times	—	every 18 days
20%	—	10 times	—	every 36 days
25%	—	8 times	—	every 45 days
35%	—	5.7 times	—	every 63 days
40%	—	5 times	—	every 73 days

Much time, money and effort has been spent by various educational groups in the interest of helping the wholesale and retail druggists to better understand and appreciate some of the basic factors which have a direct influence on the relative success of a business.

Margin plus movement gives the answer to the gross profit yield on inventory investment.

Wholesalers and retailers have long regarded the "return on investment" concept as ethereal, ivory towered and impractical and wholly inapplicable to the day-to-day operations of the wholesale and retail distributor firms. This rejection springs largely from the lack of understanding of the "return on investment" concept (R.O.I.-C.) and its proven practical application to the management problems of wholesale and retail distributors.

Measuring wholesalers' and retailers' gross profits on a basis of return on inventory investment permits management to judge the success of its managerial efforts in controlling buying and selling operations.

To clarify the meanings of terms used, we re-state the correct interpretation thereof as follows:

1. WHOLESALE AND RETAIL GROSS PROFITS on sales should always be termed "gross margin on sales."

2. Turnover of inventory (buying and selling merchandise) should always be termed "movement" of merchandise.

3. The margin as affected by the movement as before defined measures the gross profit in relation to the investment in inventory.

Example: When a retail customer asks the question —"What is the gross profit on this line?"

(Continued on page 28)

WHAT MAKES IT TICK

The Supplier or salesman should always answer—"The gross profit depends upon the margin which we allow upon the purchase of the merchandise *plus the movement* of the merchandise which is *entirely up to you* as the buyer. In other words, we can only supply half of the answer to your question and you must supply the other half—namely, *we supply the margin* and *you supply the movement.*"

Remember, money is invested in merchandise for the purpose of creating sales and, it is upon the sales, not the purchases, that profits accrue. Therefore, no matter how large the margin may be on your investment in merchandise, it is of no use whatsoever unless the sales activity or movement of merchandise turn this margin into a satisfactory income on your investment.

People invest money for the purpose of securing a yield or *return thereon—When* you put it in a savings bank or financial institution, you call the yield or return "interest." When you invest it in merchandise for resale purposes, you call it "gross profits."

The amount of interest on a savings account which you receive is related to the amount of money that you have desposited in the bank. Therefore, why does not the average buyer measure his yield or return on his deposit of money which is represented by his investment in his inventory of merchandise?

There is a story about Mr. Harlow Curtis, former President of General Motors, at a dinner party in New York. It appears that an eager young man sitting next to him was asking Mr. Curtis all through dinner about the General Motors operations. At one point in the conversation, Mr. Curtis turned to the young man and said "What business do you think General Motors is in?" The young man recited a number of specific product areas including automobiles, locomotives, spark plugs, etc. Mr. Curtis shook his head and said, "No, General Motors is in the BUSINESS OF PROVIDING A RETURN ON ITS STOCKHOLDERS' INVESTMENT . . . and, when General Motors' automotive, locomotive and other present endeavors no longer are the best opportunities in which to do this, it will enter other markets."

When wholesalers and retailers begin to think in these terms, it will result in greater profits for the individual wholesale or retail operator—It will result in greater efficiency in our total distribution system and, perhaps more importantly, it will show up the effective, profitable and efficient use of the very scarce commodity known as "*capital,*" such as money invested in merchandise inventories.

THE "R.O.I.C." CHARTS

The following "ROIC" Charts (one for the Retail and one for the Wholesale Drug store) offer a quick method of calculating the percentage of return on inventory investment which is based upon varying percentages of gross margins and merchandise movements.

How to Use the "ROIC" CHARTS

First: Determine the percent of gross margin which you have received on the sales price of the commodity.

Second: Determine the movement (from your stock records if you maintain them) for the period of ONE YEAR. This movement is expressed as number of times your average monthly investment in merchandise has turned over within the period of twelve months. Total annual purchases plus beginning of year inventory less end of year inventory and this net purchase figure is divided by your *average monthly investment* in inventory)—the result is your inventory turns per year.

Third: The point on the chart where the Gross Margin percent and the inventory turnover turns intersect, represents the calculation of the PERCENT OF GROSS PROFIT EARNED ON THE INVESTMENT IN MERCHANDISE INVENTORY.

The brackets on each chart show the current average return on inventory investment for each class of distributor—WHOLESALER which is 106% and RETAILER which is 209%.

These indicated percentages might well be termed *PAR* on the *merchandising links* where the challenging GAME OF *BUYING AND SELLING* is played.

"ROIC" CHART SHOWING GROSS MARGIN YIELD ON INVENTORY INVESTMENT FOR FULL LINE SERVICE WHOLESALE DRUGGISTS

"ROIC" indicates "Return on Invested Capital"

Gross Margin % to SALES	Inventory Turns Per Year (Per Cent)									
	1	2	3	4	5	5.68	6	8	10	12
30	43	86	129	171	214	238	257	300	429	515
25	33	67	100	133	167	186	200	266	333	400
20	25	50	75	100	125	143	150	200	250	300
16.1*	19	38	58	77	96	106*	115	154	192	230
15	18	35	53	71	88	100	106	141	175	211
10	11	22	33	44	55	63	66	88	110	133
5	5	11	16	21	26	30	32	42	53	63

Above percentages indicate Return on Capital Invested in *Inventory at Cost.*

*Indicates N.W.D.A. national averages for 1964.

Note 1—The national average for N.W.D.A. wholesalers in 1964 was—*Gross margin on sales 16.1%—Inventory turnover 5.58 times.*

Note 2—Gross margin earnings in relation to inventory *investment at cost value* is expressed on this chart as a percent thereof. Example: Merchandise carrying a 15% gross margin when turned over 5.58 times annually, produces a return of 100% on the investment in inventory. This same merchandise when turned over 12 times raises this return on invested capital to 211%.

GROSS PROFIT & INVENTORY TURNOVER FOR RETAIL DRUG STORES "ROIC" CHART

Gross Profit Yield on Inventory Investment
Inventory Turns Per Year (Per Cent)

G. P. % to Sale	1	2	3	3.7	4	6
42.8	75	150	225	277	300	450
39.4	65	130	195	241	260	390
37.5	60	120	180	222	240	360
36.1*	56	113	169	209*	226	339
35.0	54	108	162	199	215	323
31.0	45	90	135	166	180	270
28.5	40	80	120	148	160	240
25.0	33	67	100	123	133	200

"ROIC" indicates "Return on Invested Capital"

Note 1—The national average for retail pharmacies is:
Gross profit on sales 36.1%—Inventory turnover 3.7 times.

Note 2—Gross profit earnings in relation to inventory investment at cost value, is expressed on this chart as a percent thereof. *Example:* Merchandise carrying a 35% gross profit when turned over 3.7 times annually, produces a return of 199% on the investment in inventory. A turnover of 6 times raises this return on invested capital to 323%.

*Indicates Lilly Digest National Average for 1964.

(Continued on page 31)

When you make only fine candy... it makes sense to sell it through fine drug stores.

And that's just what we do.

Hollingsworth's
UNUSUAL CANDIES

Convalescent Aids

	Average Monthly Rental	Average Retail Cost
Wheel Chairs	$12.00	$110.00
Walkers	6.00	19.50
Adjustable Walkers	6.00	21.50
Commodes	Not Rented	39.00
Whirlpool Baths	25.00	170.00
Hospital Beds	18.00	200.00
Crutches (Aluminum)	3.00	10.00
Incontinent Pants	Not Rented	5.00
Canes	Not Rented	2.50

(Prices vary according to models and area.)

Dear Sirs:

I would appreciate it very much if you will mail me two copies of your latest "North Carolina Dental Formulary."

I am presently in Vietnam with the United States Dental Corps, providing combat dental support for our troops.

Sincerely yours,
Chas. F. Blinka, D.D.S.
Lt. Col. Dental Corps

Mrs. William G. Forrest, president of the NCPhA Woman's Auxiliary, presents a check for the 2nd Annual Lucile Swaringen Rogers Scholarship to Dean George P. Hager of the UNC School of Pharmacy. Ralph Rogers, husband of the late Mrs. Rogers, looks on.

WHAT MAKES IT TICK

Suppliers and Buyers who play on these MERCHANDISING LINKS should start keeping score if they wish to constantly watch and see how WELL THEY PLAY THIS GAME OF "BUY AND SELL."

Is your product above or below PAR?

Remember—*THE SOURCE OF BUSINESS IS SALES.*

But—*THE OBJECT OF BUSINESS IS PROFIT.*

You measure your profits *NOT ON SALES* but on *YOUR INVESTMENT IN SALABLE MERCHANDISE.*

3. *Keep Well-Balanced Inventory.*

The retailer will see to it that his inventory is well balanced at all times—This means that he has enough of the items people buy often and not too many of the items people buy occasionally. To keep a balanced inventory you should:

(a) buy in the right quantities; (b) beware of 'deals' which give you more than a sixty day normal supply, unless you definitely plan and follow through on a drive to sell the deal quantity within the sixty day period; (c) close out obsolete merchandise promptly (remember, your first loss is your most 'profitable loss'); (d) keep your merchandise clean and fully insured against fire and other hazards."

4. *Two Cents a Week.*

The retailer will buy merchandise on a basis of making a net profit. This means that he will recognize that any gross profit is merely a sum of money tied up in a product that he cannot get at until the product is sold and, that the quicker sold, the quicker he can get to his gross profit and, the larger will be his net profit.

He will recognize that every dollar of merchandise in his store is costing him an average of two cents a week expense—and, if he sells it in two weeks, his cost of handling the item is four cents and, if his gross profit is only twenty percent or twenty cents, then he has made a net profit of sixteen cents on this dollar item—but, if he kept the item in his store for twenty weeks, his cost would be forty cents and any gross profit up to forty percent would be sufficient to make even a penny of net profit, because the twenty weeks of expense has eaten up all the gross profit on the sale.

"In other words, the merchant-pharmacist will get away from this gross profit and extra discount fever and start to enjoy the healthy atmosphere of the 'net profit maker'."

5. *Controlling Your Expenses.*

The retailer must keep an adequate bookkeeping system so that he may know where he is going—and, at the same time comply with government tax regulations. Remember, an adequate accounting system is like the instrument board of an airplane; it tells you where you are going, and it is the only instrument to guide you to a safe landing when the going gets tough.

The retailer must also compare his actual operating results with a budget that will keep him solvent and, as they say in aviation circles, "On the beam."

Here is a *simplified monthly budget for the average retail drug store . . .*

Rent—
Should equal one average day's sales.
All Wages (including owner)—
Should equal *five* average days' sales
Other Expenses—
Should equal *two* average days' sales
Total Expenses—
Should equal *eight* average days' sales
Total Inventory—
Should equal *fifty* average days' sales
Total Merchandise Purchases—
Should equal *twenty* average days' sales
Net Profit—
Should equal *two* average days' sales

6. *Don't Milk Your Business Dry.*

The retailer should realize that he must not take out of his business, as salary or other compensation, more than one-half of his annual net profit (before owner's withdrawal). This will provide enough additional working capital, annually, to cover

(Continued on page 32)

WHAT MAKES IT TICK

any needed expansion or, it will create a reserve for unforseen contingencies which arise in every business.

I have touched upon very few of the activities that the pharmacist-merchant must continuously check. There are many others, but time will not permit further comment. *Success is Ahead for Those Who Know How*

As stated at the outset of my remarks, I have no fear of the future for the retail pharmacist—and I sincerely believe that we will have high levels of prosperity during the next few years and many consumer dollars will be available for spending in the drug store.

PHARMACY IS AND WILL CONTINUE TO BE A SUCCESSFUL AND PROFITABLE PROFESSION TO THOSE WHO HAVE THE KNOW-HOW AND WHO WILL ACT THE PART IN CONDUCTING THEMSELVES AS INTELLIGENT BUSINESS ADMINISTRATORS AND PROFESSIONAL PEOPLE.

It is my hope that each of you will recognize the great future that lies ahead, and that you will leave this meeting with a determination to pledge yourself anew to these expanding opportunities.

"THE WEDGE OF DISCOURAGEMENT"

Many, many years ago, as the story goes, Satan found that his business in "HELL" was on the decrease—the reason being that a "MAN" up above was preaching the Doctrine based upon the "Brotherhood of Man Under the Fatherhood of God."

To correct his declining business in HELL, Satan called in some EFFICIEINCY EXPERTS to make a study with suggestions as to how and what he should do to create more business in "HELL."

The suggestions of these experts were to the effect that Satan should hold a BIG DISCOUNT SALE to raise money which could be used to reorganize and rebuild HELL. In due course, the sale was started and Satan had all his tools, with which he works to bring people to hell, put out on long tables with PRICE TAGS attached to each tool so that the prospective buyers would know how much they would have to pay for such tools.

The tools which were put on display with price tags attached were:

MURDER — DISHONESTY — BRIBERY — BLACKMAIL — SLANDER — INFIDELITY — ENVY — GLUTTONY — ANGER — LUST — HATE — PREJUDICE — SELFISHNESS — GREED BIGOTRY — LAZINESS.

These sixteen tools were placed on sale and the day of the sale was announced to all the peoples of the land.

During the sale, there was a man looking over all the items on display and he noticed a small . . . very small . . . tool which Satan had put on display but there was no price tag attached to the very small tool—The man said:

"Satan, I notice all these tools for sale and that each one has a price attached, but I found on display this small tool which I might wish to buy, however, THERE IS NO PRICE TAG ATTACHED TO THE TOOL—Is this an oversight on your part, Satan, and, if so—WHAT IS THE PRICE OF THIS SMALL TOOL?"

Satan said:

"My man, *this is no oversight*—I put this tool on display because of its IMPORTANCE AS A TOOL OF HELL. You see—I CANNOT sell this tool so there can be no price tag put on this item."

"This small tool is the most important tool that I possess because WITHOUT THIS TOOL it would be impossible to create all the other tools which are on display."

"You see, my friend" . . .

"This little tool is shaped like a small WEDGE and, if I can drive this small wedge into a person's mind, I am all set to use these other tools on this person as soon as I get the WEDGE DRIVEN DEEP ENOUGH."

The buyer was looking with amazement at Satan when he said, "Satan, what do you call this little tool that seems to be so important to HELL'S PROGRESS?" Satan then replied—

"My friend, this little wedge is called . . .

"*THE WEDGE OF DISCOURAGEMENT*"—"HELL'S GREATEST TOOL TO GET PEOPLE STARTED TOWARDS MY "HOUSE OF HELL."

So, to those of you who read this little message—May I ask you to be very careful when you are faced with discouraging matters and try to develop *COMPOSURE* and *FAITH* and *DECISION* which will give you the strength to refrain from getting discouraged about anything, anytime, anywhere!

"*THE WEDGE OF DISCOURAGEMENT*"

Finds 400 Pound Anchor

"Buck," son of Mr. and Mrs. Robert B. Hall of Mocksville, has received state-wide publicity recently because of an encrusted cast-iron anchor which he and a cousin unearthed while visiting their grandparents, Mr. and Mrs. C. E. Fitchett of Dunn, at their summer cottage at Holden Beach.

The 400-pound anchor is believe to be from the shipwrecked "Ranger," a vessel of Civil War days. Remains of the Ranger lie only a few thousand yards from the anchor's rest and are visible at low tide. It was thought the anchor was probably dropped by the ship where it was found and the then-advancing shoreline covered it up.

Buck and his cousin said they spotted a tip of it and out of curiosity started digging. With no idea of how big the anchor was, the boys said they were dismayed to find it was too heavy for the two of them to carry. But with a group of teenagers from surrounding cottages, they built a rough sled and dragged it up to the Fitchett cottage.

North Carolina law states that shipwrecks and other discoveries at sea are the property of the State. The Halls' anchor was found on land, thus exempt from the statute.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

Bennick Heads Scott Drug

J. W. Bennick, a veteran of 55 years with the firm, has been named president and treasurer of Scott Drug Company, Charlotte.

Other management changes include the promotion of James A. Wolfe from assistant vice president and sales manager to vice president in charge of sales; Carl H. Geanes from assistant treasurer to vice president in charge of credit and collections; and Walter Scott III from assitant secretary to assistant treasurer.

Scott also was elected to the board of directors filling a vacancy created by the death of his father, who was president of Scott Drug at the time of his death.

Scott Drug Company was founded 76 years ago. Wolfe has been with the firm 31 years; Geanes, 17 years; and Walter Scott III, 8 years.

Roberts Named SM

Nunnally's makers of quality candies, announces the appointment of Woodford J. Roberts as Sales Manager. Sam O. Maguire, President of Fine Products Company, Inc., speaking of the appointment said, "I am happy with Woody's appointment . . . glad the man qualified for this job came from within."

Mr. Roberts, who makes his home in Augusta, Georgia, has worked throughout the Southeast. He has 17 years experience in the drug trade and has been associated with Fine Products for seven years.

J. B. Mabry, Jr., a native of Brevard, has been appointed assistant to the manager in charge of Parke, Davis & Company's New York branch.

At one time, Mabry was credit manager in PDs Atlanta branch.

Seymour A. Lubman, a graduate of the University of North Carolina, now executive vice president in charge of pharmaceutical marketing for Purepac Corporation, has assumed the additional responsibility for marketing Purepac's nationally advertised proprietaries (Num-Zit Products) as well as the Prak-T-Kal vaporizer division.

P. Edward Morris, former co-owner of Martin's Drug Store in Maryville, Tenn. and a pharmacy graduate of the University of Tennessee, has joined Eli Lilly and Company as a sales representative in Asheville.

Richard A. Velz has been named vice president of the A. H. Robins Company and continues as assistant to the president and director of public relations. Dick Velz is well known to many North Carolinians, particularly to individuals who attend the annual NCPhA meetings.

Thomas E. Davis, Jr., Charlotte, a professional sales representative for Pfizer Laboratories, recently attended a 2-week company training session in New York City. He is a graduate of Lenoir Rhyne College.

Manufacturers Who Won Booth Awards During Justice Drug's 11th Annual Gift Show

First Prize: Fred Morris, Morris Sales (Noma Lights).

Second Prize (5-way tie): Chuck Jones, Zippo Lighters: Al Morganelli, Amity Billfolds; Bob Hickson, Fleetwood Sales; Dave Blau, April Showers; and Tug Tugwell, Union Carbide (Eveready).

Datura Stramonium

JIMSON WEEDS

BY JIM HARRISON

Dues Increase Proposal Justified

The proposed increase in membership dues for our Association discussed at the May Convention is justified from necessity if that necessity is to include a continuation and an even flow of the functions of one of the nation's topflight professional organizations.

There has been a vast change in our Association of 1940 and the one we have in this crucial time of now, although the basic motif of service is the same. In 1940 the command post was borrowed space in an unused corner with almost no office equipment and only hand-to-mouth resources.

In a short time as reckoned by many of us, but a seemingly long period of "short rations" as reckoned by those who nursed the scrawny child, the picture became brighter.

We do not forget the pioneers who created the Association from the smouldering ashes of a burnt out cause and the able officers aand secretaries who gave unstintedly of their devotion for sixty years, but it must be confessed that affairs were somewhat static at the advent of the present secretary.

From 1940 and for some years later the picture took on substantial overtones, so much so as to fire a few zealots who in turn fired more zealots into steady productive action. New programs of service were advanced, each of them making the lot of the pharmacist less beset with difficulties. Fair Trade Laws were then more enforceable and the guidelines furnished smoothed the operations of many a member; the V-A Prescription service with red tape technicalities ironed away saved time and dollars for members. These are but a few of the many projects carried through. To cite them all would be space consuming and repetition of what we all know.

Then the Institute of Pharmacy was created by the united efforts of pharmacists who were determined to have a place of their own. It was at that time the first or second such achievement and unique in accomplishment by a state association. Without the abiding faith and unselfish aid of the two Auxiliaries and friends, and the votive effort of all, this would have probably not been realized. And all through the steady progress of the Association this splendid help in all their common projects has been a mainstay.

Now, in this crucial time of today, with the ever increasing involvement in business by the central government which has become autocratically paternal rather than patronizingly avuncular, more problems face us than we ever before dreamed possible. Only an Association such as ours can even begin to mitigate the objectionable features of many of these governmental programs and trive to forestall such of them as threaten our very existence as deliverers of the pharmaceutical services people are entitled to and please to choose.

Since 1940 membership in our Association has almost quadrupled with a like proportion of added and more thorough services. During this time only one more staff member of the office and administrative personnel has been added, with the exception of some part time student help. This present staff is *ne plus ultra* in dedication to your service and in attitude toward the progressive methods these times require. But this present staff is sadly overworked in long hours we once tolerated but which we sneer at today. A seven-day work week is more the rule than the exception.

(Continued on page 40)

INSTITUTIONAL PHARMACY PRACTICE

By
FRED M. ECKEL
(University of North Carolina, School of Pharmacy, Chapel Hill, North Carolina)
and
DONALD A. HOLLOWAY
(Assistant Director of Pharmacy, Duke Medical Hospital, Durham, North Carolina)

Narcotic and Barbiturate Distribution and Control

That there is a need to exert control over barbiturates and narcotics in the nursing home is evident by Standard E, Section VIII in the *Condition of Participation for Extended Care Facilities.* "The extended care facility complies with all Federal and State Laws relating to the procurement, storage, dispensing, administration, and disposal of narcotics, hypnotics, amphetamines, certain psychosomatic medications, and other legend drugs." In elaborating on this, Factor 1 states "a narcotic record is maintained which lists on separate sheets for each type or strength of narcotic the following information: date, time administered, name of patient, dose, physician's name, signature of person administering dose, and balance." The pharmacist should assist in this control of narcotics and barbiturates in the institutional environment.

The key in a narcotic-barbiturate distribution and control system is "security" and "knowledge." Security refers to the physical plant, meaning safes and cabinets, as well as the rigidity of the recording system. Knowledge is knowing exactly how many narcotics and barbiturates are in the pharmacy and on the nursing unit at any given time, and that each administered dose is accounted for.

Poor facilities can take many forms such as glass doors and cabinets, locks easily turned or forced with stiff celluloid, and delivery systems which leave these drugs ungarded for any length of time. These problems can be surmounted by strong safes, fool proof locks, alarm bell systems, and efficient security police patrolling.

Adequate knowledge depends upon accurate records in both the pharmacy and the nursing unit. Forms and records useful in a narcotic or barbiturate control system (based on "Suggested Regulations for Handling Narcotics in Hospitals") are:

1. A combined form consisting of four parts:

*Copies available from the Plan of Pharmacy Assistance, School of Pharmacy, University of North Carolina, Chapel Hill, North Carolina.

a. Request for Narcotic (may be a physicians prescription).
b. Certificate of Disposition (enables the nurse to account for each dose administered).
c. Receipt of Narcotic.
d. Eight Hour Nurses' Audit.

2. Perpetual Inventory of Active Narcotics and/or Reserve Narcotics.

Pharmacy records should constitute a perpetual inventory showing the amount of drugs entering and how much have been dispensed. A physical inventory should be done at frequent intervals, with differences between theoretical and actual inventories resolved. Nursing unit records should be a perpetual inventory of all narcotics on the unit and should be checked by the incoming and outgoing medication nurses at the shift change. A signed statement of record and count compatibility (eight hour nurses audit) should be maintained.

The nursing unit's record of use can take several forms. The most common uses a separable two piece sheet for each floor stock container or prescription order. Both pieces indicate the drug, dosage form, strength, quantity, location, and the receiving nurse's signature. Part A remains in the pharmacy as a dispensing record. Part B, which also contains space for recording the patient

and time of administration, goes to the nursing unit. Both forms and bottle are assigned the same control number. When the completed sheet, with or without the empty container, is returned to the pharmacy, the two halves are matched and filed. This system permits the pharmacy to determine what drugs have been out for any length of time and check that all is well and that normal rotation is being performed.

Proper nursing unit security entails a sturdy double locked cabinet, locked when not in use, and the key in sole possession of the medication nurse. The narcotic and barbiturate supply should be checked periodically by the pharmacist and nurse. During these inspections the pharmacy should compare their records, the nursing units record —of—use inventory, and the actual inventory. All narcotics and barbiturates no longer needed on the nursing unit should be removed and disposed of in accordance with the regulations promulgated by the Federal Bureau of Narcotics and relevant state regulations.

It is nearly impossible to prevent a clever and unscrupulous hospital or nursing home insider for obtaining these drugs illegally. The purpose of a good security and record system is to alert to any unusual activity and to serve as a deterent to the illegal use of narcotics and barbiturates.

Fire Damaged Drugs Destroyed

Smith Drug Company of Spartanburg has filed notice that their lien of $7,873 is first claim on any insurance paid for damages by fire to the contents of Beverly Hills Pharmacy, Asheville

On July 25 Superior Court Judge T. D. Bryson, Jr. ordered 38 boxes of fire damaged merchandise gathered in the pharmacy in an inventory-taking by an agent of Hardware Mutual Insurance Company. The items had been damaged by heat, smoke and water.

Two NCPhA-Endorsed Insurance Plans Which Merit Member Participation

DISABILITY INCOME PROGRAM

BASIC PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Two Years

EXTENDED PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Five Years

MAJOR MEDICAL EXPENSE PLAN

PLAN I: $12,000 Maximum Benefit including $16 Daily Room Limit
PLAN II: $18,000 Maximum Benefit including $24 Daily Room Limit

FOR DETAILS WRITE OR TELEPHONE

HOYT W. SHORE, C.L.U. and ASSOCIATES
205 South Church Street—Suite 303
Charlotte 2, North Carolina
Telephone: 333-1393

Washington National
INSURANCE COMPANY
EVANSTON, ILLINOIS

UNC PHARMACY SCHOOL NOTES

LeRoy D. Werley Jr., administrator of professional services at the Andrews Air Force Base Hospital at Washington, D. C., for the past year has been appointed assistant dean and assistant professor in the School of Pharmacy. He earned his pharmacy degree from the University of Maryland in 1949 and for two years owned and operated a pharmacy in Baltimore.

He entered military service and became administrator and hospital pharmacist with the 17th Medical Group in Pusan, Korea, in late summer of 1952. A year later he was transferred to George Air Force Base in California and remained there for three years.

Before being assigned in 1958 as administrative assistant to the chairman of the department of surgery at the Air Force Hospital at Lackland, Texas, he received a master of hospital administration degree from the School of Public Health at the University of Minnesota.

For five years he was administrator of the Consultant Division, Directorate of Professional Services and was a pharmacy consultant to the U. S. Surgeon General before going to Andrews Air Force Base Hospital in 1966.

Major Werley is a native of Allentown, Pa., and the son of Mr. and Mrs. L. D. Werley of Roy-Ann-Acres, Rt. 2, Coopersburg, Pa. He is married to the former Peggy C. Haynes, daughter of Mr. and Mrs. Marvin C. Haynes of Deltaville, Va. They have four children, Lee III, Mrs. Harold Hunley of Fayetteville, Tom, and Debbie.

He is past chairman of the Pharmacy Section of the Association of military Surgeons. Upon graduation from pharmacy school, he was recipient of the Andrew G. Dumez Award.

The American Pharmaceutical Association Foundation has commended Dean George P. Hager for his role as Chairman of the Research Achievement Awards Committee which selects recipients of the awards for exceptional accomplishments. The resolution in recognition of Dean Hager's efforts concludes as follows: BE IT RESOLVED that the Board of Trustees of the APhA Foundation expresses its appreciation to Dr. George P. Hager for the equitable and efficient manner in which he has handled the selection program of the Research Achievement Awards Committee during the first six years that these Awards have been presented.

Mr. Donald C. McLeod has assumed the position of Assistant Director of the Plan of Pharmacy Assistance. This program supported by a grant of $34,250 from the Z. Smith Reynolds Foundation is designed to improve the pharmacy services in hospitals and nursing homes of North Carolina. The overall program is directed by Mr. Fred M. Eckel, Instructor of Hospital Pharmacy, School of Pharmacy, University of North Carolina.

Mr. McLeod is a native of Norman, North Carolina. He is a 1966 graduate of the School of Pharmacy, University of North Carolina. Following graduation, he served a residency in hospital pharmacy at the University of Texas Medical Branch, Galveston, Texas. He is a licensed pharmacist in North Carolina and is a member of the American Pharmaceutical Association, American Society of Hospital Pharmacists and various state pharmacy groups.

The Annual Seminar sponsored by the N. C. Society of Hospital Pharmacists and the School of Pharmacy will be held on September 23-24 in Beard Hall. Information on the complete program, registration form, and motel accommodations can be obtained from Fred M. Eckel, School of Pharmacy, U. N. C.

Dean George P. Hager has been elected a trustee of the American Pharmaceutical Association according to the results of the recent balloting for various offices and positions.

The following promotions in rank of faculty members in the School of Pharmacy have been effected: Mr. Fred M. Eckel to Assistant Professor of Hospital Pharmacy. Dr. Jack K. Wier to Associate Professor of Pharmacognosy.

Dr. Melvin A. Chambers spent two weeks

in on-the-scene studies of a drugstore organization at the Walgreens' 1967 Seminar in Pharmacy Administration. The seminar was held in Chicago from June 12 to 23. Representatives from twelve other schools of pharmacy attended. Walgreen stores, warehouse, and manufacturing laboratory were visited. New concepts in current retailing techniques were prime topics of the program.

On Sunday evening July 16, Mr. Eckel discussed the "Need for Pharmacy Service in Nursing Homes" at the meeting at the Rockingham County Society of Pharmacists. He discussed "Safety Practices in Drug Handling" at a meeting of nurses from hospitals and nursing homes in New Hanover County Friday evening July 21. On Tuesday evening August 8, he discussed "The Role of the Pharmacist in the Hospital" to the Board of Trustees, Medical Staff of Marion General Hospital and community pharmacists from Marion at the hospital.

Dr. Claude Piantadosi, of the school of pharmacy presented a lecture on "Biochemical Drug Interactions" to the Greensboro Society of Pharmacists on July 27, 1967 in Greensboro as part of the program of continuing education.

Births

Mr. and Mrs. Richard F. Nixon, Jr. announce the birth of a daughter, Nicole Amanda, born June 29, 1967 at Charlotte. Mrs. Nixon (*Amanda Horsley*) is a graduate of the 1965 class of the UNC School of Pharmacy, and is employed by Summey Drug Company of Dallas.

Mr. and Mrs. Ronald A. Pare of Kannapolis announced the birth of a daughter, Jennifer Annette, July 27, 1967. The Pares also have another daughter, Donna Michelle, age 2. Mrs. Pare is the former *Emily Adams*, member of the 1963 class of the UNC School of Pharmacy. Mrs. Pare was formerly employed by Presbyterian Hospital, Charlotte.

Mr. and Mrs. Flynn Warren, Jr. of Mt. Holly announce the birth of a son, James Parks Warren, III, July 29, 1967. Mr. Warren was a member of the 1964 class of the School of Pharmacy of the University of South Carolina. He is pharmacist at Gaston County Memorial Hospital, Gastonia.

Weddings

Miss Angela Carabateas, 1967 graduate of the UNC School of Pharmacy, and Jones Neil Pharr, member of the 1966 class, were married July 23 in the Greek Orthodox Cathedral of Charlotte. Mrs. Pharr is with Eckerd Drug Stores and her husband is with Pike's Drug Stores of Concord. The couple will live in Harrisburg, North Carolina.

James Gordon Blount, 1966 graduate of UNC School of Pharmacy and Sally Verado Linebarger of Gadsden, Alabama, a 1965 graduate of Birmingham Southern College, were married June 24 in the First Methodist Church of Gadsen. The couple will make their home in Greenville, where Mr. Blount is pharmacist at Pitt County Memorial Hospital.

Miss Katherine Sibley and Jim Tripp, 1966 graduate of UNC School of Pharmacy, were married Wednesday, August 9th in the First Presbyterian Church of Maxton. Mr. Tripp is with Maxton Drug Company.

Miss Priscilla Hager, daughter of Dean and Mrs. George P. Hager, Chapel Hill, and Donald C. McLeod, 1966 graduate of UNC School of Pharmacy, were married Saturday, August 26 in the Holy Trinity Lutheran Church of Chapel Hill. Mr. McLeod is working on a special pharmacy project involving nursing homes of the state. Mrs. McLeod is a senior in the University of North Carolina and will continue her studies.

Deaths

RUPERT W. JERNIGAN

Rupert W. Jernigan, 78, died in Fayetteville on July 22.

Mr. Jernigan retired in 1963 after more than 25 years with Eubanks Drug Company, Chapel Hill. Prior to 1939, he was associated with H. R. Horne & Sons of Fayetteville. He served in World War I and while in France, a special degree in pharmacy was conferred upon him by the University of Toulouse.

Survivors include the widow, Mrs. Grace

(Continued on page 40)

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

FOR SALE: Serve yourself Ciga-Freasna and Moistener Cigar Case, 54 inches. Like New. Price $200.00. Walker's Drug Store, 225 Hawthorne Lane, Charlotte, N. C. 28204. Phone (704) 376-6437.

PHARMACIST—Available for summer and fall relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, North Carolina. Tel. (919) 286-1192.

WANT TO SWAP—One minute etical radio advertising scrips. Will exchange samples for mutual approval. Preferably from central or western part of state. DBEC-9.

PHARMACIST NEEDED—Above average salary. 45 hour work week. No Sunday work. Paid 2 week vacation. Hospitalization. 5 paid holidays. No night work. All replied confidential. Write or call: Johnnie L. Rummage, Drug Centre, Inc., 121 North First Street, Albemarle, N. C. 28001. Phone 982-9159.

OPPORTUNITY—For young registered pharmacist at Koonts-McGhee Drug Company, High Point, N. C. Downtown location. The right man for the right place. Can buy stock in firm or can buy all. Arrangements can be made to suit the right man. If interested, write or call for further details. Phone 882-3373.

(Continued from page 39)

Bright Jernigan; two sons, Rupert W. Jr. of Charleston, West Virginia, and John Bright Jernigan of Tuscaloosa, Alabama; and one daughter, Mrs. Sol C. Rose of Fayetteville.

JOHN B. WOODARD

John B. Woodard, 51, Kannapolis pharmacist, died August 2 at the Veterans Hospital, Salisbury.

In declining health since last October and hospitalized several times, Mr. Woodard had been a patient at the VA facility a month.

Mr. Woodard had been associated with the F. L. Smith Drug Company of Kannapolis since graduation from the UNC School of Pharmacy.

Surving are his wife, three children, and a sister.

PAUL C. HOOD

Paul C. Hood, 74, Dunn pharmacist, died August 25 at Pine Ridge Rest Home, Chapel Hill.

For many years, Mr. Hood and his brother, Tom, operated Hoods Drug Store in Dunn. Since sale of the pharmacy to Herman Lynch, Mr. Hood had been in retirement .

MR. & MRS. CHARLES TURNER

Charles Ronald Turner, 24, UNC Pharmacy studenty, and his wife, Mrs. Patricia Hall Turner, 22, were killed near Myrtle Beach on August 26 in an automobile accident.

JIMSON WEEDS

While the present secretary maintains his wonted vigor, never complains, and allows the Simon Legree in his soul to make him acquiescent and complaint to the rigors of his duties, he most probably now feels a weariness at 11 p.m. instead of at midnight as he once did. It is manifestly unfair to saddle him and his staff with the mountain of work entailed in administering the increasing duties when means for an addition to the staff is at hand.

Until more personnel is made available the program you should have to make your practice and your operation less difficult is simply not possible of realization. The direst need at present is another staff member who will be qualified sometime in the future to succeed the present secretary. He would necessarily undergo a series of training for this post. At first he would become conversant with office routine, then represent the Association in the field. Later or simultaneously with one of these periods he would be in contact with various agencies of the state and national governments.

your winning combination

We now offer complete modernization service with the aid of Mr. Thomas R. Martin. Mr. Martin has 13 years of experience in this field and is highly capable of designing pharmacies producing increased sales.

For a discussion of the latest progressive merchandising techniques and their potential when using Columbus Imperial Equipment contact your Owens, Minor & Bodeker salesman.

Recent installations using Columbus-Imperial Equipment.

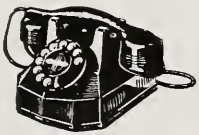
KING'S—

YOUR ONE STOP SERVICE WHOLESALER

AVOID—"Out of Stock—Loss of Sales"—Send your orders for pharmaceuticals, biologicals, patients, toiletries, sundries and photographic supplies to KING.

Overnight Delivery Everywhere—We Serve
Thats Why We Say—At Kings

"Service Is Our Most Important Product"



Order Department 834-3681
Photo Department 832-0356
Surgical Supply 833-8631

WE ARE A *Lilly* DISTRIBUTOR

The W. H. King Drug Company

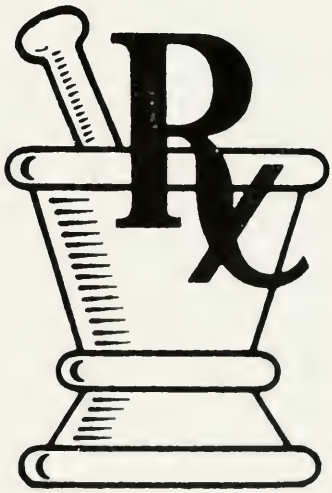
"The House of Friendly and Dependable Service"
Raleigh, North Carolina

LIBRARY
NOV 7 1967

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION and AFFILIATED AUXILIARIES

BOARD of PHARMACY

1967 Year Book



The Carolina JOURNAL OF PHARMACY

Volume XLVIII October, 1967 Number 10

Here's where we draw the line

Between the inner core of ten vitamins and a layer of nine minerals in Mi-Cebrin T is a polymeric barrier. The barrier prevents potency-destroying interactions between the vitamins and the minerals. It's the kind of feature your customers can appreciate.

Why not mention it to them?

Mi-Cebrin T®

Lilly

Vitamin-Minerals Therapeutic

Eli Lilly and Company, Indianapolis, Indiana 46206

700628

THE STAFF, SALESMEN AND OFFICERS OF

JUSTICE DRUG COMPANY

EXPRESS OUR APPRECIATION TO OUR LOYAL CUSTOMERS FOR MAKING 1966-67 OUR BEST YEAR TO DATE.

OUR BEST WISHES TO YOU FOR CONTINUED SUCCESS, HEALTH AND PROSPERITY IN YOUR ENDEAVORS TO GUARD THE HEALTH OF THE CITIZENS OF NORTH CAROLINA THROUGH AN ORDERLY MARKET PLACE.

WHENEVER WE CAN BE OF HELP, PLEASE CALL ON US. YOUR PROSPERITY IS OUR GOAL.

SUPPORT YOUR FULL-LINE, FULL-SERVICE DRUG WHOLESALER!!

MEMBER NWA WHOLESALER

member DSC wholesaler

JUSTICE DRUG COMPANY

Greensboro, N. C.

Over 69 Years of Service to the North Carolina Retail Druggists

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers 1967-1968

President.....Sandy D. Griffin, Jr., Griffin's Pharmacy, Burlington
First Vice-President.....James L. Creech, Creech's Pharmacy, Smithfield
Second Vice-President.....Earl H. Tate, Lenoir Drug Co., Lenoir
Third Vice-President.....B. Cade Brooks, Fayetteville Drug Co., Fayetteville
Secretary-Treasurer and Executive Director.....W. J. Smith, P. O. Box 151, Chapel Hill
Assistant Secretary-Treasurer.....C. M. Andrews, 1318 West Davis Street, Burlington

Committees—1967-1968

Legislative

Jesse M. Pike, *Chm.*.....Concord
James W. Adams.....Asheville
David D. Claytor.....Greensboro
L. K. Edwards, Jr.....Stantonsburg
George McLarty, Jr.....High Point
Leslie M. Myers.....Winston-Salem
Earl H. Tate.....Lenoir

Public Health and Welfare

John T. Henley, Jr., *Chm.*.....Hope Mills
R. H. Ashworth.....Cary
A. H. Cornwell.....Lincolnton
J. C. Jackson.....Lumberton
Donald J. Miller.....Morganton
Earl H. Tate.....Lenoir
W. Latham West.....Roseboro

Inter-Professional Relations

Jack G. Watts, *Chm.*.....Burlington
Roy Collette, Sr.....Mocksville
E. B. Eadie.....Charlotte
Oliver G. Fleming.....Ahoskie
Claude U. Paoloni.....Chapel Hill
Gold B. Propst.....Morganton
W. Stanford Tate.....Lexington
W. G. Thames.....Fayetteville

Social and Economic Relations

B. Cade Brooks, *Chm.*.....Fayetteville
Joe P. Barbour, Jr.....Burlington
Kelly E. Bennett.....Bryson City
Gene R. Dutton.....Hickory
Eugene W. Hackney.....Lumberton
Larry McAllister.....Graham
A. H. Mebane.....Greensboro
S. B. Roberts.....Black Mountain
C. L. Shields.....Jacksonville
Julian E. Upchurch.....Durham

UNC School of Pharmacy Consultation/Advisory

W. T. Boone, *Chm.*.....Ahoskie
T. R. Burgiss.....Taylorsville
C. T. Dixon.....Winston-Salem
W. G. Forrest.....Gastonia
Joseph C. Frazier.....High Point
W. H. Houser.....Cherryville
R. L. Irwin.....Elkin
S. G. Koonce.....Chadbourn
H. M. Logan.....Shelby
Herman W. Lynch.....Dunn
W. R. McDonald, III.....Hickory
W. H. Mast.....Henderson
John A. Mitchener.....Edenton
Joyce N. Stanford.....Chapel Hill
W. A. West.....Roseboro

Public Relations

W. Whitaker Moose, *Chm.*.....Mt. Pleasant
Calvin M. Floyd, Jr.....Roanoke Rapids
J. T. Moore.....Durham
Stuart W. Rollins.....Pfafftown
J. T. Simpson, Jr.....Statesville
Herman O. Thompson.....Chapel Hill
M. W. Watts.....Charlotte

Mental Health

George P. Hager, *Chm.*.....Chapel Hill
C. B. Alexander.....Rocky Mount
John T. Henley.....Hope Mills
I. T. Reamer.....Durham
W. L. Scarboro.....Raleigh

Nursing Homes

Seth G. Miller, *Chm.*.....Lexington
Hunter L. Kelly.....Durham
Donald C. McLeod.....Chapel Hill
Hobart G. Whaley.....Wilmington
Jacqueline Womble.....Asheville

Constitution and By-Laws

C. D. Blanton, Jr., *Chm.*.....Kings Mountain
David A. Dowdy, Jr.....High Point
Edwin R. Fuller.....Salisbury
C. E. Page, Jr.....Henderson
James A. Way, Jr.....Winston-Salem
W. P. Wells.....Durham
Jack K. Wier.....Chapel Hill

INSURANCE

John E. Mills, *Chm.*	Mount Airy
M. M. Edmonds	Greensboro
Prentiss L. George, Jr.	Winston-Salem
M. E. McCorkle	Burlington
B. K. Mobley	Asheboro

CONSOLIDATED PHARMACY FUND

Robert B. Hall, *Chm.*	Mocksville
W. H. Adair	Roxboro
G. Tom Cornwell	Morganton
Rowe B. Campbell	Taylorsville
John T. Stevenson	Elizabeth City

NCPhA—INSTITUTE ENDOWMENT

Hoy A. Moose, *Chm.*	Mount Pleasant
Alfred N. Martin	Roanoke Rapids
Banks D. Kerr	Raleigh
A. P. Rachide	Jacksonville
Ralph P. Rogers, Sr.	Durham
W. S. Wolfe	Mount Airy
E. W. Woolard	Henderson

RESOLUTIONS

James L. Creech, *Chm.*	Smithfield
W. B. Gurley	Windsor
James W. Harrison	Asheville
B. R. Ward	Goldsboro
W. Dorsey Welch, Jr.	Washington

VOCATIONAL REHABILITATION ADVISORY

John C. Hood, Jr., *Chm.*	Kinston
John A. Dawson, Jr.	Charlotte
W. H. Randall	Lillington
Roger H. Sloop	Rural Hall
Frank Yarborough	Raleigh

HOSPITAL PHARMACY

Fred M. Eckel, *Chm.*	Chapel Hill
Donald K. Chapman	Winston-Salem
Joseph C. Estes, Jr.	Reidsville
Joanne B. Hambright	Lumberton
J. H. Rosser	Charlotte
Gerald M. Stahl	Durham
Flynn W. Warren, Jr.	Mount Holly

VOTING DELEGATES

National Assn. of Retail Druggists

C. D. Blanton, Jr., *Chm.*	Kings Mountain
R. B. Hall	Mocksville

American Pharmaceutical Association

(Delegates will be appointed in early 1968 for the May, 1968 meeting of the APhA scheduled for Miami.

STATE JUDICIAL COUNCIL

Charles D. Blanton	Kings Mountain
Roger A. McDuffie	Greensboro
Edwin R. Fuller	Salisbury
W. D. Welch, Jr.	Washington
W. Latham West	Roseboro

DISTRICT JUDICIAL COUNCILS

District 1: Charles D. Blanton, Kings Mt., H. V. Day, Spruce Pine and W. M. Salley, Jr., Asheville.

District 2: R. A. McDuffie, Chm., Greensboro; C. M. Andrews, Burlington & W. A. Gilliam, Winston-Salem.

District 3: E. R. Fuller, Chm., Salisbury; F. H. Cline, Charlotte and J. C. Jackson, Lumberton.

District 4: W. D. Welch, Jr., Chm., Washington; W. B. Gurley, Windsor, and A. N. Martin, Roanoke Rapids.

District 5: W. L. West, Chm., Roseboro; James L. Creech, Smithfield, and R. N. Watson, Sanford.

ENDEAVORING TO BETTER SERVE

Our Holiday Showroom is now open. Hours are 9:00 A.M. to 5:00 P.M. Monday through Friday (weekend and after hours by appointment). A complete selection of Holiday and Gift Items awaits your visit. We welcome and appreciate the opportunity to serve you.

Scott Drug Company

CHARLOTTE, N. C.

Representing 76 Years of Integrity and Reliable Service

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR
Second Class. Postage paid at Chapel Hill, North Carolina.

Annual Subscription, $3.00 — Year Book, $2.00

Vol. XLVIII — OCTOBER, 1967 — No. 10

CONTENTS

Officers—Committees—Delegates . . . 2
Opening Session . . . 6
President's Address . . . 7

Reports

Rite of the Roses . . . 12
Legislative . . . 13
UNC School of Pharmacy . . . 15
Public Health & Welfare . . . 21
APhA Affiliation Study . . . 25
NCPhA Dues Study . . . 25
Pharmacy School Visiting . . . 27
Mental Health . . . 27
Nursing Homes . . . 29
Hospital Pharmacy . . . 33
Social & Economic Relations . . . 37
Secretary-Treasurer . . . 41
Nominations . . . 51
Time & Place . . . 51
Installation of Officers . . . 51

Membership Roll

Pharmacists—Life Members . . . 52
Associate Members—Honorary Members . . . 66

Woman's Auxiliary

Officers—Committees . . . 67
Business Session . . . 68
President's Report . . . 70

Traveling Men's Auxiliary

Officers—Life Members . . . 75
Members . . . 76

State Board of Pharmacy

Members . . . 82
86th Annual Report . . . 83
Pharmacists . . . 94
Assistant Pharmacists . . . 122
Retail and Hospital Pharmacies . . . 123

1967 YEAR BOOK

1967 ANNUAL MEETING OF THE N. C. PHARMACEUTICAL ASSOCIATION

HOTEL ROBERT E. LEE, WINSTON-SALEM, NORTH CAROLINA
SUNDAY, MONDAY AND TUESDAY, MAY 7-8-9

First Session

The eighty-seventh annual convention of the North Carolina Pharmaceutical Association and its affiliated bodies, The Traveling Men's Auxiliary and The Woman's Auxiliary, was opened formally at 7 P.M. on Sunday night, May 7, in the main ballroom of the Hotel Robert E. Lee, Winston-Salem, with a joint session of the three organizations.

President Blanton declared the 87th meeting of the NCPhA in session. The 40th annual meeting of the Woman's Auxiliary was opened by Mrs. James Creech and Tom Sanders, President of The Traveling Men's Auxiliary declared the 53rd meeting of that organization in session.

Following an invocation by Dr. George P. Hager, Dean, School of Pharmacy, University of North Carolina, and a dinner, Dr. Franklin R. Shirley, Head of Wake Forest's speech department, welcomed the delegates and visitors to Winston-Salem.

The two auxiliary presidents—Mrs. Creech and Mr. Sanders—outlined the programs and projects of The Woman's Auxiliary and The Traveling Men's Auxiliary; their accomplishments and plans for the future. Some of the highpoints of the remarks by Mrs. Creech appear in her report on page 70.

Following appointment of the Committee on Nominations (W. B. Gurley, Chairman) and Time & Place (Jesse Pike, Chairman), it was announced I. T. Reamer of Durham had been named "Pharmacist of the Year" and would be honored at a testimonial dinner in Durham in the early fall.

President-Elect Griffin presided while the annual report of the President of the N. C. Pharmaceutical Association was delivered:

Prior to the formal opening of the 1967 annual meeting of the N. C. Pharmaceutical Association and affiliated auxiliaries, these special events were held during the afternoon of May 7 and have been detailed in the summer issues of THE CAROLINA JOURNAL OF PHARMACY: UNC School of Pharmacy (1942-1957) Class Reunions; Meeting of N. C. Academy of Practical Instructors in Pharmacy, N. C. Society of Hospital Pharmacists and Awards Session (50 Plus, Bowl of Hygeia, Blanton Award, TMA Man of the Year and N. C. Academy of Pharmacy).

The President's Report

Charles D. Blanton, Jr.

It is with a measure of satisfaction that I report to you on the activities of the North Carolina Pharmaceutical Association and the progress of your profession in North Carolina. For some 10 years, one of my highest ambitions was to serve as president of the N.C.Ph.A. I want to sincerely thank each one of you who gave me the opportunity to do so. We are also very grateful for the courtesy, cooperation, and respect that you have shown both to this office and to the work of the Association.

Rather than give you a chronological report of the year's activities, I have chosen to illustrate the complex work of your Association by the use of the eight letters in the word *P-H-A-R-M-A-C-Y*. Thus, I hope you will become aware that Pharmacy is an ever-broadening field with ever-broadening problems—problems that must be met by modern methods and alert, well-informed pharmacists.

—P—

It seems appropriate that we let the first letter of pharmacy stand for *PUBLIC SERVICE*. This broad phrase is the very justification for our existence and involves so much more than merely providing a product —no matter how life-saving or otherwise necessary that product may be. If we fail to function actively as a member of the health team and become only educated merchants, then others will surely usurp the position we now hold.

The Association has led pharmacists in one great area of public service, the providing of drugs to welfare recipients and medically indigent persons. Through close cooperation with the state and local welfare departments, the legislature, and the medical profession, drugs have been made readily accessible to recipients at a price fair to the pharmacist and the tax-payer alike. During the past year, the removal of the $10 limit per prescription and the addition of a $1 deductible per prescription (to be paid by the welfare patient) have materially changed our program. However, the principles of freedom of choice of pharmacy, unlimited formulary, and fair professional fee have been preserved. It is anticipated that the implementation of Title 19 of the Medicare Act will provide, along with further changes, a greater and broadened opportunity for pharmacists to serve the medical needs of the public.

The pharmacist has been active in recruiting young people for the profession of pharmacy through high school career days, personal interviews, literature, and scholarship. The manpower shortage is the most critical facing the professions today and is particularly acute in pharmacy. The Association has, and will continue to provide, a positive program of recruitment for pharmacists.

—H—

The second letter of Pharmacy, H, should certainly stand for *HEALTH*. The cornerstone of our standing as professionals is the vital role we play in preserving and improving the good health of the public. This must be done not only by providing specified drugs, but by being interested in all facets of the medical and public health fields. On a statewide level, we have become greatly concerned in the field of mental health, and have begun plans to provide an advanced program of drug distribution to the mentally ill. Through the efforts of Dr. George Hager, chairman of our Mental Health Committee, and W. J. Smith, a director of the N. C. Mental Health Society, and other pharmacists, we have established the need of a drug program through pharmacists, for the mentally ill.

Also, pharmacy has been included in an ambitious program by the United States to conquer the three great killers: heart disease, cancer, and stroke. Through a regional program, broadly financed by federal grants, and under the direction of the medical schools at Duke University, Chapel Hill, and Wake Forest, the united forces of the entire health team will be focused on eradication and improved treatment of these diseases. It is anticipated that pharmacists will fully participate both in the planning and implementation of this ambitious health project.

—A—

For the letter A in pharmacy, we assign the heading *ATTITUDE*. I am happy to report to you that never before have pharmacists been so conscious of their responsibilities as professionals. Our membership now includes over 78% of the practicing pharmacists in North Carolina and is growing daily. An even higher percentage of pharmacy students are members of the NCPhA Student Branch. The recent capacity attendance at the Smith Kline and French-N.C.Ph.A. sponsored school on drug store display, and the excellent attendance at other special meetings, attest to the increasing interest of the pharmacist in his professional activities. Far more significant, perhaps, is the improved attitude evident in the individual practice of pharmacy. Ever greater emphasis has been placed on the prescription department as the logical center of any drug store. Though most of us continue to fulfill our traditional roles in community drug stores, we have enlarged our scope and influence in several ways. By providing such services as the Family Prescription Record, we have emphasized the role of the pharmacist in protecting against drug allergy and against drug incompatability. By the use of modern design and architecture, we have placed the prescription department at the center of importance. In addition to these and other physical acts, the pharmacist has demonstrated his professional attitude by undertaking to provide the large number of smaller hospitals in North Carolina with the services of community pharmacy. Under the direction of Fred Eckel, and with the endorsement of the NCPhA, a training program has been provided to equip any interested pharmacist with a basic knowledge of hospital pharmacy, so that he might have the opportunity to elevate the standards of drug handling in hospitals.

As I speak to you tonight about the attitude of the pharmacist, I cannot fail to note the important contribution made by the wives and families of our pharmacists. By your understanding and help in meeting the problems of professional life, you lighten and brighten our days in a thousand ways. We hope that you, too, feel yourselves a part of this great profession.

I suspect that most of you have long ago learned the lesson taught by Rudyard Kipling, "The first proof a man gives of his interest in a woman is by talking to her about his own sweet self. If the woman listens without yawning, he begins to like her. If she flatters the animal's vanity, he ends by adoring her."

—R—

The R in pharmacy stands for *RESEARCH*. We go forward today, because we are better trained and equipped than ever before, and because we have more effective products. The Association is pleased to report that the UNC School of Pharmacy at Chapel Hill has continued to grow both in reputation and in enrollment. The addition

SERVICE • SECURITY • SAVINGS

Campus Pharmacy
823 North Third Street
Terre Haute, Indiana
January 16, 1967

The American Druggists' Ins. Co.
American Building
Cincinnati, Ohio 45202

Gentlemen:

I wish to thank you for your speedy and complete adjustment of my recent claim. In most instances, it is hard to tell the merits of an insurance company until there is a claim. Needless to say, my claim was settled to my complete satisfaction.

Once again, Thank You!

Respectfully,
Marvin J. Mucha

OUR FILES ARE FULL . . .
of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

ADI AMERICAN
DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

Why is a plastic tube better than a metal tube?

Will not cut
Will not scratch
Will not rust
No sharp edges or seams

Relief for chapped, dry, wind burned lips . . . fever blisters.

39¢

No U. S. Tax

Good Housekeeping GUARANTEES

COMMENDED by PARENTS MAGAZINE

Counter Display
Deal #48
2 displays totaling 48 tubes — pay for 36 (12 tubes free)
49% PROFIT
Your Cost . . $ 9.60
Selling Price $18.72
YOUR PROFIT $9.12

Dump Display
Deal #100
28 free with 72 — 100 tubes in counter display
51% PROFIT
Your Cost . . $19.20
Selling Price $39.00
YOUR PROFIT $19.80

Cooperative advertising available. For details write.

STANBACK CO., LTD., SALISBURY, N.C.

What's new from A.H.Robins?

The new look of Donnagel®

Donnagel's dependable formula has already sold itself: one part for diarrhea, one part for its discomforts, both in one good-tasting dose.

The new part is outside. The package is easy to reach, easy to read when it's in the handy new display pack. Dust and fingerprints can't touch the bottle because of each protective carton. And the new, cool mint-colored bottle hints at the pleasant taste that's inside.

Just a few more ways to help your customers see a good thing when they know one.

New Solid-State Robitussin-DM

Last year you sold almost two million bottles of Robitussin-DM liquid. Now it's portable, too. The name is Cough Calmers. Cough Calmers are the same as liquid Robitussin-DM except for the fact that your customers can now carry the same dependable formula anywhere they carry a cough. Stock up now. Have Cough Calmers ready to go where the action is during the cough and cold season—school, football and basketball games, the movies. You'll get action on your shelves!

P.S. Both products on deal through November 30—see your Robins representative.

A. H. Robins Company, Richmond, Virginia 23220 A·H·ROBINS

of several faculty members of national standing has increased interest in both the graduate and undergraduate schools. The Association has continued to work closely and actively with the School in recruitment, correspondence with prospective students, and in providing loans through the Consolidated Pharmacy Fund. In addition, the N. C. Pharmaceutical Research Foundation (to be reported on fully during the Tuesday session) has continued its growth and increased its support of the School of Pharmacy.

—M—

The North Carolina Pharmaceutical Association has as its primary purpose to represent pharmacy to its best advantage at all levels. This takes *money*—and as the areas of service increase, it will take more money. Thus, the M in Pharmacy will involve a discussion of finances. The Association is currently providing 37 separate services to North Carolina pharmacists and the work load on our staff in Chapel Hill has increased tremendously in the past few years. Many of these activities such as the Welfare program, Medicare, Mental Health, and federal drug law compliance directly affect the livelihood of every pharmacist. Several important activities, notably in the areas of public relations and work in the field have of necessity been neglected. There is an imperative need for a professional assistant to the executive secretary so that these needs can be met and these services provided. We hope you will respond, as you have in the past, with the means for our expansion. A proposal for dues increase will be presented during the convention. We hope you will study this proposal in the light of its being an investment in the future.

—A—

We might speak briefly to you tonight about the second A in Pharmacy, the *ART* of Pharmacy. We are, our detractors say, no longer skilled artisans, adept at compounding and dispensing, but rather overpaid merchants who pour from big bottles into small bottles. We hear this so often that perhaps we come to believe it ourselves. In fact, the skill and knowledge required to fill prescriptions has never been greater. Drugs are not only more complex, more specific, more life-saving, and more expensive—they are also more legislated, more controlled, and because of much of the foregoing, tremendously more of a public concern. True, we mold few supositories or triturate few emulsions, but our knowledge reaches far beyond the mortar and pestle. We might take pride and encouragement by comparing pharmacy with the words of author William Inge who wrote "Literature flourishes best when it is half a trade and half an art."

Looking after the well-being of pharmacy in North Carolina can in no way be thought of as a one or two man job. Much of the work must be carried on by you through committees. Thus, we use the letter C in Pharmacy to honor and briefly comment on some of our *COMMITTEES*. We began our year by assembling the committee chairmen and local presidents in Chapel Hill for a lengthy planning session. I was pleased and encouraged by the enthusiasm and interest shown by this group. The Executive Committee has met six times during the year and given much time toward solving a myriad of problems. The insight and wisdom of its members—W. S. Wolfe, Hoy A. Moose, Tom Boone, Sandy Griffin, Jimmy Creech, and Earl Tate have provided positive leadership for the NCPhA. Special thanks go to Jimmy Way and the hosts of Winston-Salem and Forsyth County pharmacists who have so ably served on the annual convention committee. It is my belief that we have one of the most ably planned and well organized conventions in our history. I'm sure you will find reason to agree with this praise.

The efforts of our recently enlarged standing Committee on Public Health and Welfare have continued to provide excellent relations with both the N. C. Department of Public Welfare and the medical profession. This hard working group has done much to uphold the standards of pharmacy in public programs while striving to best serve the interests of public health and of the taxpayer.

Our Legislative Committee under the direction of Robert B. Hall of Mocksville, has been active in working for the programs which you have endorsed. Although the work of this group has not been without con-

troversy and opposition, the importance of our involvement in the sensitive area of legislation cannot be denied.

The work of these and others of our numerous committees will be reported to you fully later in the convention program, but let me say now that each has contributed materially to a year of progress.

—Y—

The Y in Pharmacy, then, might well stand for a *YEAR* of progress. "Would you realize that Revolution is, call it Progress; and would you realize what progress is, call it Tomorrow." These words of Victor Hugo readily illustrate that the past years in pharmacy have truly been a revolution—propelling us into a brighter tomorrow. I trust that you will continue to think of the North Carolina Pharmaceutical Association as your chief means for the concerted effort necessary to bring our profession to the light of yet a better day.

Entertainment by Jay Seibel concluded the first session. His subject—*Believe You Can Succeed and You Will*—met with enthusiastic reception by the more than 300 members and guests present.

Second Session

The second session of the NCPhA was called to order by President Blanton in the State Room at 9:00 A.M., May 8.

James L. Creech conducted a memorial service in memory of the following deceased members

Rite of the Roses

1966: Herbert W. Wohlford, Charlotte, June 20; J. S. Glenn, Mount Olive, July 10; Walter P. Baker, Raeford, July 25; H. R. Simmons, Jacksonville, August 15; M. A. Nicholson, Troy, Sept. 6; C. V. Cagle, Greensboro, Sept. 9; John V. Farrington, Sept. 18; D. W. Tart, Greensboro, Sept. 21; S. E. Var-

Two NCPhA-Endorsed Insurance Plans Which Merit Member Participation

DISABILITY INCOME PROGRAM

BASIC PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Two Years

EXTENDED PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Five Years

MAJOR MEDICAL EXPENSE PLAN

PLAN I: $12,000 Maximum Benefit including $16 Daily Room Limit
PLAN II: $18,000 Maximum Benefit including $24 Daily Room Limit

FOR DETAILS WRITE OR TELEPHONE

HOYT W. SHORE, C.L.U. and ASSOCIATES
205 South Church Street—Suite 303
Charlotte 2, North Carolina
Telephone: 333-1393

Washington National
INSURANCE COMPANY
EVANSTON, ILLINOIS

ner, Jr., Huntsville, Alabama, October 9; B. G. Warren, Rural Hall, October 23; C. O. Huntley, Lenoir, Nov. 11; W. Moss Salley, Sr., Asheville, Nov. 24.

1967: T. S. Simpson, Winston-Salem, January 7; John E. F. Hicks, Goldsboro, Feb. 20; and K. E. Handy, Raleigh, May 4.

Panel Discussion

Three panelists—Donald E. Baker, Russell R. Chambers and Fred M. Eckel—discussed various elements of "Medicare and the Pharmacy, 1967." Abstracts of these discussions will be published in future issues of The Carolina Journal of Pharmacy.

Two major addresses delivered during the second session have been cited in previous issues of The Journal: "Pharmaceutical Progress Requires Professional and Industry Cooperation" by Willard Simmons, Executive Secretary of the National Association of Retail Druggists, and "Current Status of the Drug Abuse Control Amendments of 1965 (DACA)" by John Finlator, Director of the Bureau of Drug Abuse Control, Food & Drug Administration.

The morning session was concluded by a legislative report by Robert B. Hall, Chairman.

David A. Dowdy, Jr. and his father objected to approval of the report, which, upon adoption, would direct the Association's legislative committee to arrange for introduction of implementing bills in the General Assembly.

A motion to submit the recommendation to the membership by mail ballot was defeated, whereupon the report of the legislative committee (second by Claude U. Paoloni of Greensboro) was approved on a majority vote of the delegates present.

Committee On Legislation

Robert B. Hall, *Chairman*

At our annual meeting last year, in Asheville, I presented, as chairman of the Legislative Committee, a legislative program for the 1966-67 Association year. Included in this program was a proposed law revision. While I dislike taking anymore time this morning than is absolutely necessary, I feel a section of last year's report should be repeated. It deals with the revision of G. S. 90-65, and I quote—

We are most concerned with the revision of General Statute 90-65 passed in 1905 and commonly referred to as the Pharmacy Law. This law charges the Board of Pharmacy with the duty of regulating the practice of pharmacy in the State.———The part of G. S. 90-65 involved and presently in effect is as follows:

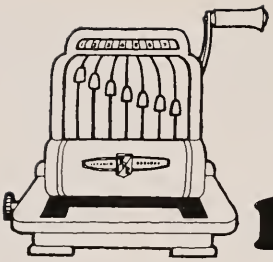
> "When license refused or revoked; fraud.—The Board of Pharmacy may refuse to grant a license to any person guilty of felony or gross immorality, or who is addicted to the use of alcoholic liquors or narcotic drugs to such an extent as to render him unfit to practice pharmacy; and the Board of Pharmacy may, after due notice and hearing, revoke a license for like cause, or any license which has been procured by fraud. Any license or permit, or renewal thereof, obtained through fraud or by any fraudulent or false representations shall be void and of no effect in law."

The revision does three main things:

1. It permits the Board to suspend a license or permit in certain cases where the penalty of revocation might be too severe.
2. It makes definite, for all to know, the grounds on which the Board might act.
3. It requires the owner of a drug store or pharmacy the same degree of responsibility for compliance with the law as is now required of the pharmacist.

The purpose of the Bill is to more clearly define the disciplinary powers of the Board of Pharmacy and to place definite limitations on those powers as well as bring up to date conditions under which they may be exercised. **Unquote.**

The N.C.Ph.A. Executive Committee and Legislative Committee have had almost a year to give careful consideration to this revision. This they have done. The revision has been discussed at length with Senator Henley, Chairman of the Senate Committee on Health, and with Representative Earl

this  money machine* turns your minutes into dollars

***and it costs you absolutely nothing!**

Familiar faces will appreciate the extra service . . . new faces will appear in your place of business because of it. And you'll profit through "plus" business and generous commissions! Good, solid reasons for you to become a TRAVELERS EXPRESS MONEY ORDER AGENT . . . NOW!

Your TRAVELERS EXPRESS money order agency costs nothing to operate . . . all necessary equipment and promotional material is furnished by TRAVELERS EXPRESS . . . a foot of counter space is all you need to be in business.

Let the TRAVELERS EXPRESS COMPANY representative in your area tell you the complete TRAVELERS EXPRESS "money machine" story. It's well worth listening to!

MAIL THE RETURN COUPON TODAY!

TRAVELERS MONEY ORDERS EXPRESS

Travelers Express COMPANY INC.

2906 HILLSIDE AVE., CHARLOTTE, N. C. 28209 (704) 377-5278

Please have your local representative show me, without obligation, how I can increase my business with TRAVELERS EXPRESS MONEY ORDERS.

NAME_____

FIRM NAME_____

ADDRESS _____

CITY_____ STATE_____

Tate, Chairman of the House Committee on Health. As a result of these discussions and considerations given the proposed revision, the Legislative Committee wishes to reaffirm its belief that this legislation is for the good of our profession and the people of North Carolina. As you know, the primary purpose of the Board is the protection of the citizens of this State through regulating the practice of pharmacy in this important area of health.

Questions have arisen in regard to certain items in the proposed legislation. Frankly, I am pleased this has happened, because it has shown that pharmacists are interested in their profession. The Committee does feel, however, these questions have no basis for alarm. The pharmacists of this State have for years and years shown the best of judgement in selecting their members of the State Board of Pharmacy. This has been proven by the sincerity, fair-mindedness, and dedication these leaders in our profession have exhibited in their service as Board members. Admittedly, if this revision is passed, it will be administered by Board members of the future, also. The Committee has enough faith and confidence in its fellow pharmacists to feel they will continue to elect high caliber men to the Board. We should all feel very grateful that we have the opportunity to elect our Board rather than have it appointed politically as are some boards.

As I stated previously, the Committee recommends that the Association proceed with its legislative program and as Chairman of the Legislative Committee I move the adoption of this report.

Respectfully submitted,
Robert B. Hall, Chm.
James L. Creech
L. K. Edwards, Jr.
Jesse M. Pike
W. H. Randall, Jr.
Earl H. Tate
W. A. West

Monday Afternoon, May 8

The afternoon period was devoted to committee meetings (nominations and resolutions); to a luncheon honoring the past presidents of the NCPhA and Student Branch; a golf tournament and a tour of Old Salem.

At 8:00 P.M. O'Hanlon-Watson Drug Company entertained in the auditorium of the N. C. School of the Arts, concluding later with a dance in the Hotel Robert E. Lee.

Third Session

The third session was called to order by President Blanton at 9:00 A.M. on Tuesday, May 9.

The reports of the UNC School of Pharmacy and the N. C. Pharmaceutical Research Foundation were presented by Dr. George P. Hager.

School of Pharmacy, UNC

George P. Hager, *Dean*

A little less than a year ago, I began my report to you on the School of Pharmacy by stating the three-fold mission of this institution of higher learning in pharmacy. I closed that report with the statement, "the administration and the faculty earnestly desire and firmly intend that the School of Pharmacy and The University of North Carolina will quickly become a true center of excellence" for that three-fold mission: teaching, research and service. I now ask each of you to join the administration and the faculty in that earnest desire and firm intention.

Perhaps the most visible changes in the School during the past year have involved the research arm of the School's three-fold mission, although considerable effort has been devoted to the teaching mission and the service mission as well. The changes that have occurred with respect to research stand out very prominently only because of their contrast with the School's less prominent research activities in the past. The changes in the teaching and service missions appear somewhat more subtle only because these missions have had proper emphasis in the past.

I am most anxious for you to share the faculty's aspirations for excellence in research as well as excellence in teaching and excellence in service. I can assure you with greatest sincerity and conviction that each of these three functions is synergistic with the others,—that real excellence in each of

them is absolutely essential for excellence in any of them.

We are not confronted with a choice of one or two of them to the exclusion of the third. Teaching and service are things we must do—things we must continue to do—to do even better, if possible than they were done before. Research and other scholarly pursuits are things we must not leave undone—things we must no longer subordinate and withhold from our faculty, our students and our constituents and supporters.

I am sure that you recognize that the value of the degrees granted by the School —the value of your own degree if you happen to be an alumnus of the School—depends in large measure at any point in time upon the prestige of the School *at that time,*—and research productivity, more than any other factor, determines the School's prestige.

I am sure that you recognize that a truly excellent School must be able to attract and to retain the most capable men and women as faculty and students, and the School's research productivity, more than any other factor, will determine our ability to attract outstanding faculty and students.

A truly excellent institution of higher learning needs support from many quarters —generous support. Research productivity, more than any other factor, paves the way for the increased support required for excellence.

A similar—equally compelling—case can be constructed for the School's teaching missions and also for the School's service mission. I shall simply reiterate, however, that a center of excellence in higher education must excell in all three of its missions: teaching, research and service. It does all of them. It leaves none of them undone.

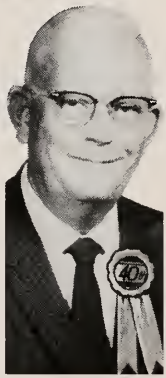
Faculty—

Professors: C. J. Cavallito, A. M. Mattocks
Adjunct Professors: Monroe E. Wall, Fred L. Snyder
Associate Professors: Louis S. Harris (joint with School of Medicine)
Assistant Professor: William E. Hall
Instructor: Fred M. Eckel
Lecturers: Lyman D. Fonda, H. C. McAllister
Assistant Professor and Assistant Dean: Leroy D. Werley

Mr. Werley is completing his career in the USAF by serving as the Administrator of the hospital at Andrews Air Force Base in Washington. From 1961-1966, he was the Administrator or the Consultant Division—Directorate of Professional Services in the Office of the Surgeon General and Consultant on Pharmacy to the S.G. He has earlier served as Administrator at several Air Force Hospitals including a tactical hospital in Korea.

After 4 years in the Marine Corps in WW II, he attended the University of Maryland College of Pharmacy. Earned his B.S. in Pharmacy degree and owned and operated a pharmacy before being called back into service for the Korean conflict. After Korea, he earned his Masters degree in Hospital Administration at the University of Minnesota.

Mr. Werley, his wife Peggy, and their three unmarried children will move to Chapel Hill in September.



Barney Barnette ought to get a medal . . .

Barney's our North Carolina representative. For 40 years he's been supplying his customers with Rx labels, Rx blanks, files and drug packages. E. B. Read is proud of Barney's service record, and wants to take this opportunity to say:

"Happy Anniversary Barney!"

Although he deserves a medal, Barney would settle for a chance to help you with your next printing order. Just call 775-2881 in Sanford, N.C. or write P. O. Box 955, Sanford, N.C. 27330.

E. B. READ LITHOGRAPHIC CORPORATION

2318 SHERWOOD AVE., BALTO., MD. 21218
Rx LABELS Rx BLANKS Rx FILES Rx PACKAGES

STUDENT ENROLLMENT	*1965-66*	*1966-67*	*ESTIMATED* *1967-68*	*1968-69*	*1969-70*
Seniors	64(14)	57(20)	63(21)	90(20)	101(25)
Juniors	64(23)	69(23)	98(17)		
Sophomores	77(25)	105(18)	119(33)		
Freshmen	116(22)	138(38)	121(37)*		

*Men (transfer) . . 34
Women (transfer) . . 20
Gen. College . . 67 (49% of 137 prepharmacy)
121

Increasing transfers on 2-3 program (PhmC 61-62—Chem 61-62)

The State's need for more students and graduates and the School's ability to accommodate them.

STATE BOARD PERFORMANCE

As a new member of the faculty, I was very interested in the performance of our graduates on the State Board Examinations.

For the 62 students who graduated, July, 1965-June, 1966:

	Passed	*Failed*
March, 1966	1	
September, 1966	25	(2)
March, 1967	29	1
	55 (89%)	1

(6 students have not taken the Board exams)

GRADUATE STUDENT ENROLLMENT

1965-66 . . 9
1966-67 . . 11
1967-68 . . 17 (Est)
1 M.S. and 3 Ph.D. in 1965-66.

PHYSICAL PLANT

Equipping and air-conditioning animal quarters
Remodelling graduate MedC research laboratory
Air-conditioning Beard Hall
Use of Model Pharmacy as Biopharmaceutics Laboratory
Basement area

UNDERGRADUATE CURRICULUM

Complete revision:
flexibility (training in subspecialties)
clinical orientation
correction of specific weaknesses
PhmC 61-62—Chem 61-62 (cf 2-3 program)
Phys 24-25
Zool 11, 41; Bot 11—Zool 11
Pheo 55—Pheo 155-156
Phyi 51
Clinical pharmacy
Coordination of courses in Phar and MedC
New courses needed: public health, pathophysiology, anatomy

Have you heard the good news about BC®?

BC has just begun the biggest television and radio campaign in its fifty-seven year history. Advertising for the current quarter alone has been jumped 78%.

Convert this advertising into extra sales. Check your inventory, and make sure your customers can see your BC displays. Remember, BC is already America's largest selling headache powder. We're just not stopping there.

BC Powders
2's and 6's and
Handypacks of 24

BC Tablets
Tins of 12 and
Bottles of 50 and 100

CONTINUING EDUCATION

"CARDIOVASCULAR DRUGS"—5 meetings, Sept.-Oct., 1966, Winston-Salem
"PHM SERVICES UNDER MEDICARE"—3 days, Jan. 24-26, 1967, Chapel Hill
"DRUGS AFFECTING BLOOD"—6 meetings, Feb.-Mar., 1967, Chapel Hill
"DRUGS AND FOOD INTERACTIONS"—first of 3 lectures for Greensboro Society of Pharmacists, May 18, 1967, Greensboro.
"PHARMACY STUDENT LEADERSHIP CONFERENCE" (with NCPhA and APhA)
"MedC MEETING-IN-MINIATURE"
"DRUG ABUSE SEMINAR"
"SUMMER INSTITUTE"

SPECIAL LECTURES

Walter H. Hartugg Memorial Lecture—Dr. Alfred Burger
Symposium on Pre- and Post-junctional Transmission Phenomena
AACP Visiting Scientist—W. Lewis Nobles
Student Branches Lectures—Wayne Hilty
Miscellaneous: Paoletti, Jacobus, Portoghese

NEW PROGRAMS

Biopharmaceutics
M.S. in Hospital Pharmacy (residencies at UNC Memorial, Duke, Watts, and Moses H. Cone Memorial)
Predoctoral Training Program in MedC
Postdoctoral Program in MedC
Drug Product Development, Production, Control & Evaluation
Radiopharmaceuticals
Cuban Refugee Program
Project for Improvement of Phar. Services in N. C. Hospitals (to be extended to include Nursing Homes, etc.)
Undergraduate Research Program
Recruitment:
State Fair Exhibits
N. C. Health Fair (Goldsboro)
TV—Pharmacy Yesterday, Today and Tomorrow: Channel 4, May 10, 2-2:30

RESEARCH PROJECTS

Potential Anticancer Agents (NIH, $63,000—3 yrs; Piantadosi)
Basic Research on Lipids (NIH, $63,000—3 yrs; Piantadosi)
Kinetics of Peritoneal Dialysis
Urate Crystal Modification in Gout } $68,000—3 yrs; Mattocks
Camptotheca acuminata—$1,700; United Medical Research Foundation of N. C., Wier
Research supported by Industry (Cavallito, Mattocks)

In the above account, I have not referred to the NCPRF. A separate report will be given on the Foundation. I must point out, however, that there are few programs—few activities—in which the NCPRF is not somehow involved. The Foundation must be acknowledged as one of the School's greatest assets.

During the limited time available at this meeting, the picture at the School of Pharmacy must be painted with a very broad brush. I hope that more and more of the pharmacists in North Carolina will visit the School to see first hand what is going on there. I am sure you would be enthusiastic about the School's efforts in carrying out its teaching, research and service missions.

Make McCourt
Your "Buy-word"

A Leader In DRUG LABELS
The Finest In
SELF-ADHESIVE LABELS
Rolls Or Flat

Physicians ℞ Blanks and Files
Drug Boxes - Call Checks
Drug and Delivery Envelopes

Prescription Labels
all Styles and Colors

QUALITY SERVICE SINCE 1906
McCourt Label Co.
42-54 Bennett Street
BRADFORD, PENNA.

Label Specialists Serving the Manufacturing, Commercial, Hospital and Drug Industries
Clifford P. Berry, Representative
P. O. Box 306, CHARLOTTE, N. C. 28201

The kind of candy we make is sold in fine drug stores.

And,
we want to make sure it
stays that way.

Nunnally's
CANDIES

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

The financial report of the North Carolina Pharmaceutical Research Foundation will appear in an early issue of THE CAROLINA JOURNAL OF PHARMACY.

The Lederle Pharmacy Management Seminar, with Gale L. Smith, Jr. as moderator, delivered an inspiring 2-hour session with the following participants and subjects:

H. W. Adkins—What Winds the Pharmacist's Clock (Sept. Journal—Page 17).

Drew E. Haskins, Jr.—What Can I Do? (August Journal—Page 6).

Jerome Meyer—Getting Back to the Fundamentals of Selling (July Journal—Page 7).

The third session was adjourned at conclusion of the Management Seminar. Two luncheons—Phi Delta Chi and Kappa Psi—were held during the mid-day break.

Fourth Session

The fourth and final session of the 1967 annual meeting was called to order by President Blanton at 2 P.M. in The State Room.

A series of committee reports preceded the installation of officers and final adjournment. The reports, in sequence as presented and as officially adopted by the delegates, were

Public Health & Welfare

J. C. Jackson, *Chairman*

Over the past year, your committee, consisting of seven pharmacists and seven physicians, have met regularly with representatives of the North Carolina Department of Public Welfare.

As you are aware, a number of significant changes have been made in the Welfare drug program; changes necessitated by the dollar volume of the program running beyond budget estimates.

For the current fiscal year, which ends on June 30, $4.2 million was allocated by Welfare for the drug program. In the fall of 1966 it became apparent this sum would be spent by February, 1967, leaving no funds for the final four months of the fiscal year.

A number of fund-saving proposals were suggested running all the way from a reduction in the professional fee to dropping the entire drug program. The final solution which apparently a majority of pharmacists preferred was to establish a dollar deductible on each Welfare prescription, effective February 1, 1967.

Since that time, some reduction in the dollar cost of the program has materialized. We do not have the exact percentage decrease but individual pharmacists report reductions of up to 25%.

Other changes in the program instituted by the N. C. Department of Public Welfare but not specifically recommended by our Advisory Committee has been the lifting of the restriction on refills and the $10.00 maximum on individual Welfare prescriptions.

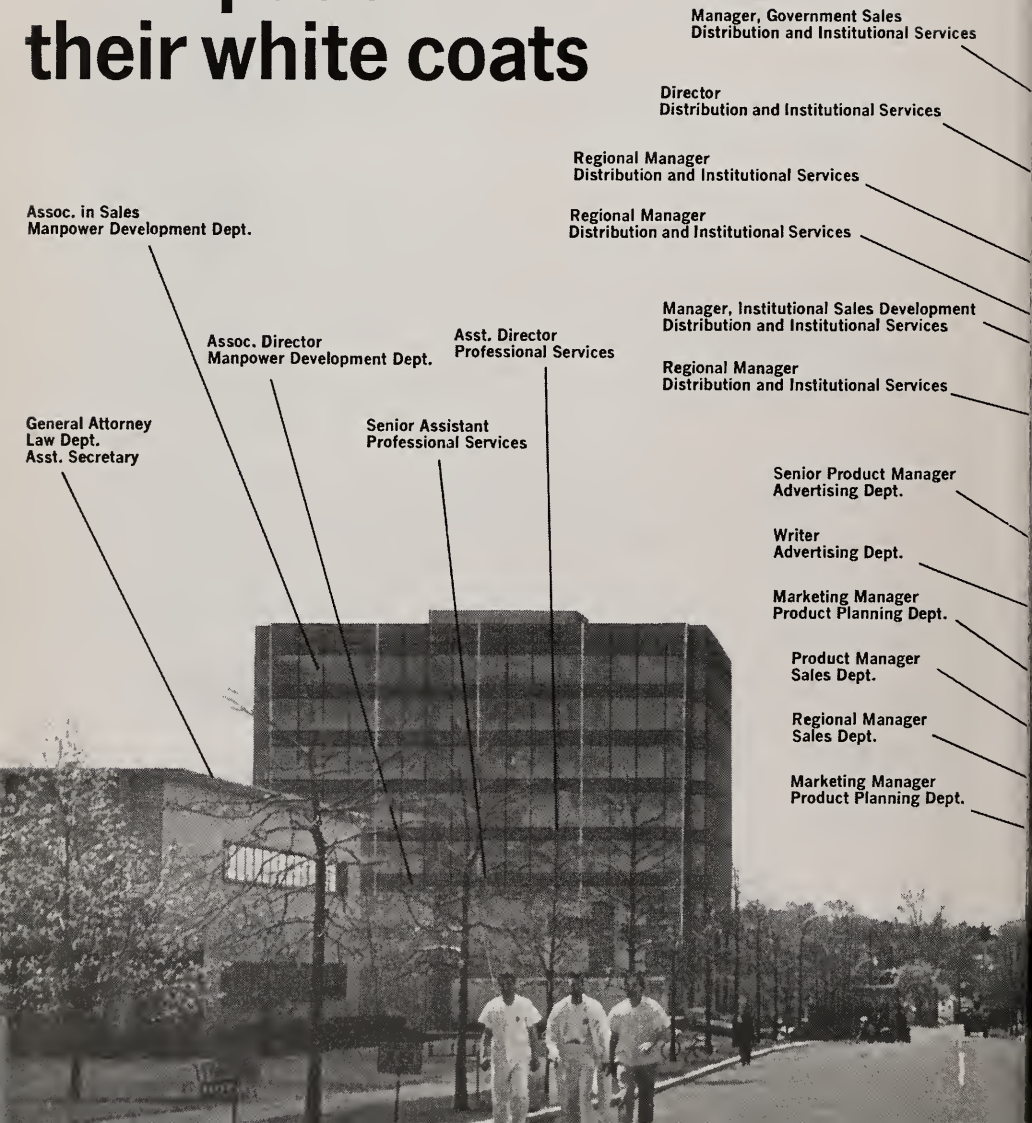
At a meeting of the Advisory Committee in Raleigh on March 16, 1967, this action was taken:

On motion of Dr. John Robert Kernodle of Burlington, seconded by Senator John T. Henley of Hope Mills, the committee recommended "that this committee communicate with the State Board of Public Welfare, Commissioner Craig, Governor Moore, and the State Department of Administration, the following recommendation concerning the Welfare Drug Program: That the Welfare Drug Program be maintained on the same basis as the original program. Specifically, it is recommended the $1 deductible be rescinded; the limitations on refills be reinstated and the $10 limitation per prescription be reestablished."

Further, the committee recommended that adequate funding for the program be provided, and in so recommending, the committee offered to appear before any state official, agency or legislative body to discuss its position in respect to the Welfare Drug Program.

It was pointed out to the committee that the current budget now under consideration by the General Assembly for the 2 year period beginning July 1, 1967 does not provide sufficient operating funds to carry on the Welfare Drug Program without further restrictions. Pharmacists should be alert to a need to revise the budget request prior to a final decision by the Appropriations Committee of The General Assembly.

Every morning 21 pharmacists at Roche don't put on their white coats



Not that they wouldn't feel at home in them, but as key corporate decisionmakers they wear business suits (except when they work in shirt sleeves...often late at night).

They bear a variety of business titles, and you'll find them throughout the Roche complex. The picture below will give you a rough idea of where and how they serve Roche...and you. (And this doesn't begin to show the many other pharmacists at Roche...in such areas as product research, quality control, toxicology and pharmacology.)

What does all this mean to you?

We think it means business. Because at every step of our planning we have 21 articulate pharmacists helping to formulate those plans — men and women who are keenly aware of your needs, your desires, your professional goals and your business problems.

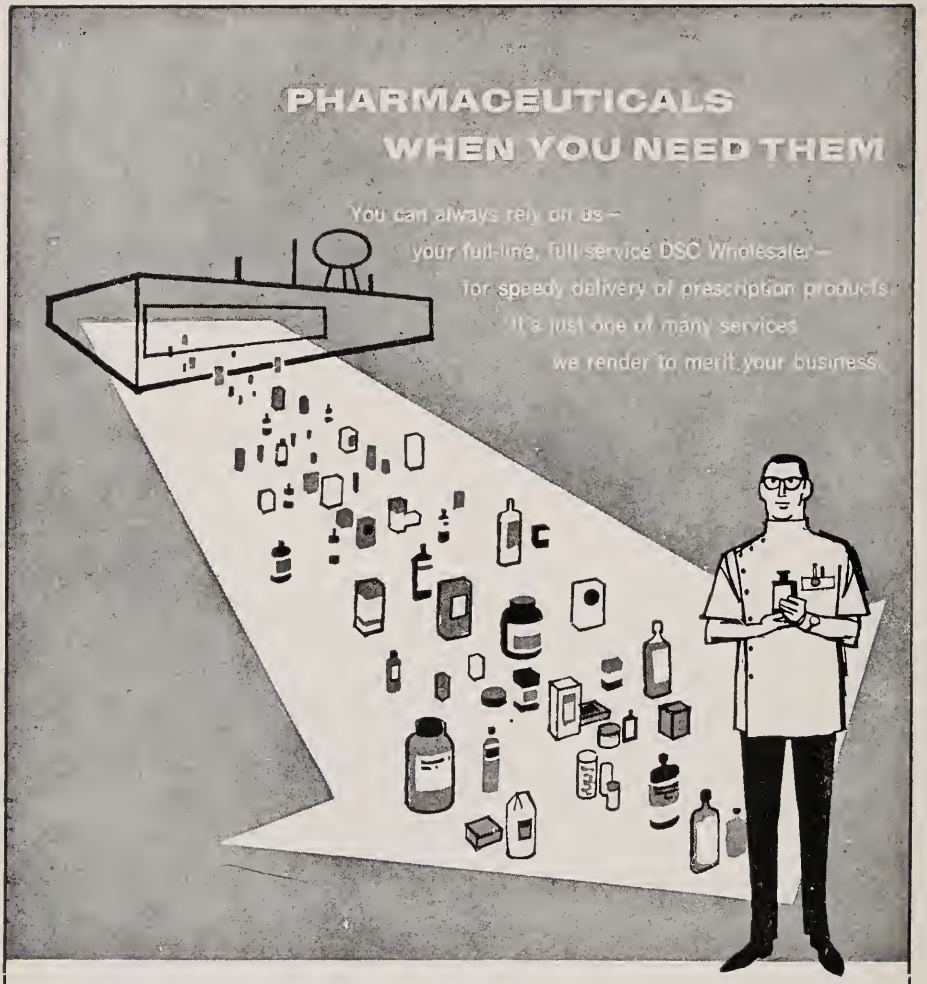
And they travel a lot. They listen a lot. They constantly work at keeping the flow of information open ...from you to us and back again. You may well have met one of them at city, county or state pharmaceutical meetings and conventions.

They're our windows to the pharmacy world. They're your professional representatives at Roche.

That's why it's important...when policy decisions are made at Roche, pharmacists are there.

ROCHE

Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110


PHARMACEUTICALS
WHEN YOU NEED THEM
You can always rely on us —
your full-line, full-service DSC Wholesaler —
for speedy delivery of prescription products.
It's just one of many services
we render to merit your business.

BUY FROM GEER, WHERE SERVICE IS MORE THAN A WORD. THE HOUSE THAT IS DEPENDABLE, PROGRESSIVE, GIVES QUICK, COURTEOUS SERVICE.

GEER—THE HOUSE THAT APPRECIATES YOUR BUSINESS

THE GEER DRUG COMPANY

CHARLESTON, GREENVILLE, SPARTANBURG, S. C.

APhA Affiliation Study

Edwin R. Fuller, Chairman of the Committee, reported the committee recommended that further consideration of affiliating with the American Pharmaceutical Association be postponed until after the current upward revision of NCPhA dues has been decided (see following report).

The report of the committee was adopted by the delegates.

Report of the Dues Revision Committee

JAMES L. CREECH, *Chairman*

As chairman of the NCPhA Dues Study Committee appointed by President Blanton, I will convey to you the reasons for the study, the thoughts and feelings of the committee, and the recommendations based upon the results of our study.

For some time now it has been apparent our secretary has had quite a work load. President Blanton pointed this out in one of our earlier meetings.

It is time for the Association to begin thinking in terms of an assistant to our secretary—one who would assist with the growing responsibilities of our secretary and one who would act as a trainee for possible promotion when the secretary retires.

Members of the committee and the APhA Affiliation Study Committee met in Chapel Hill on April 16. It was pointed out that increased commitments at the state and federal level (welfare, medicare, military prescription program, pre-paid Rx insurance programs, deeper involvement of hospitals, nursing homes and mental health in drug programs, professional fees as related to services, etc.) had reached the point where the Association's limited staff could not adequately cope with the Association's current thirty-seven programs now available to the membership.

To do the job which North Carolina is entitled, it was the opinion of the committee that an addition of an assistant would be necessary; that this assistant should enter the ranks of the NCPhA as a trainee with major assignment in the field calling on members; and ultimately, assuming the trainee responds to the challenge, would succeed Secretary Smith as executive director of the NCPhA.

A minimum of $15,000 in additional funds on an annual basis will be required to effect this change.

The committee voted, and acting on behalf of the committee, I will submit the committee's recommendation in the form of a proposed amendment to the Association's By-Laws:

Amendment to By-Laws

I move that Article IV, Section 4, relating to membership, be amended to read as follows:

"Every member shall pay in advance into the hands of the Secretary-Treasurer the sum of fifty dollars as his yearly contribution, except that those not financially interested in a retail pharmacy shall pay twenty dollars, and except that the managers of pharmacies other than hospital pharmacies shall pay fifty dollars. Hospital pharmacists shall pay $20; out-of-state members shall pay $20; and members of the UNC Student Branch shall pay two dollars."

And further, that this proposal be submitted by mail ballot to the Association's membership together with an appropriate explanation of why the committee recommends an upward revision of the dues schedule at this time. (By way of information, the adoption of this proposal will require a favorable vote of three-fourths of the members voting).

Discussion: Questions centered on dues of a member manager of a pharmacy. It was pointed out that the dues for manager, irrespective of ownership, would be $50 if by-law amendment is approved. From an administrative standpoint, "ownership" has been construed to be 10% or more.

Action: The motion, having been seconded, was put to a vote and was passed. A general announcement in regard to the proposed dues increase will be mailed to the membership, then followed with a ballot in the early fall.

Brighten your

PROFIT PICTURE

with MODERN "KEY" Fixtures

We Can Help You!

1. *Our Experienced Designers* can plan your store to increase *Sales* and *Profits* for *You!*
2. *Our Skilled Workers* and *Modern Production Facilities* can quickly turn your *Plans into Reality!*
3. The installation is completed by *Factory Trained Experts* with "know-how" to get the job done with *Minimum Inconvenience to You.*
4. Your increased sales and profits will meet the conveniently spaced payments tailored to suit your needs. All payments and dealings are directly with us. Ask for *Our Financing or Leasing Plans.*

Clip Coupon and Mail

We are planning to

☐ Expand ☐ Modernize ☐ Build New Store

Name.....

Firm Name.....

Street Address.....

City.....

State.....

GRANT E. KEY, INC.

Manufacturers

LYNCHBURG, VIRGINIA

School of Pharmacy Visiting

Joe Barbour, Jr., *Chairman*

The Pharmacy School Visiting Committee was set up many years ago at the request of Dean Beard to assure that the school and the practicing pharmacists of the state were working together toward the same goals. It was not and is not the purpose of this committee to stir up trouble, to evaluate faculty members, to interfere with the administration of the school, or to exert pressure on anyone. Our job is to meet with the senior class, then with the faculty and the dean and to report to this convention on the general situation encountered in a one-day visit. Our main concern is to see that more and better pharmacists are entering the profession. This committee has the difficult task of reporting what the students want to hear, what the school administration wants to hear, and what the association wants to hear, and sometimes we don't please anybody.

On April 21 we met with the senior class for an hour of discussion and criticism. This year we also passed out a questionnaire to be filled during the hour. Our intention here was to be sure we were getting the views of every member of the class and not just the more outspoken members. The results of this questionnaire were tabulated later in the day and reported to Dean Hager and the faculty.

The committee was especially pleased with the way in which the students made constructive suggestions as to changes in the curriculum rather than discussing individual personalities as has often been the case in the past. The seniors expressed a desire to take more courses in pharmacology and in pharmacy administration. They liked the course in pharmacy law, but felt that they needed more training in practical pharmacy. They mentioned several changes that have taken place in the curriculum that they considered to be improvements, but a large number expressed the opinion that too much emphasis is being spent on the graduate program to the detriment of the undergraduate program. However, the vast majority of this class plans to enter retail pharmacy. About 48 of them will go into retail pharmacy, with four into graduate school and four into hospital pharmacy.

All in all we were quite pleased with the visit and note that the situation is constantly improving and that the faculty seems to work very well together. We have suggested to the dean that more courses in pharmacy administration and in pharmacology be added when and if feasible. Our only recommendation to the association would be that one or more members of this committee be carried over to next year's committee, and that we all continue to support the school and to recruit the top students in our individual localities for pharmacy.

Mental Health

George P. Hager, *Chairman*

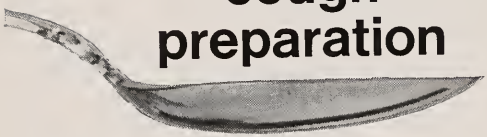
The Committee on Mental Health consists of five members: *C. B. Alexander* (former president of Rocky Mount—Nash County Mental Health Association), *I. T. Reamer* (former president of the American Society of Hospital Pharmacists), *J. T. Henley* (State Senator from Cumberland and Hoke Counties and former Director of the Division of Contracts and Purchase of the State of North Carolina), *W. L. Scarboro* (past president of the Wake County Pharmaceutical Association) and *G. P. Hager* (dean of the School of Pharmacy).

The Committee met with Commissioner Eugene Hargrove (N. C. Department of Mental Health), Dr. Don W. Rader (staff assistant to Dr. Hargrove) and others in Chapel Hill on January 23, 1967, and again on February 23, 1967, in Raleigh.

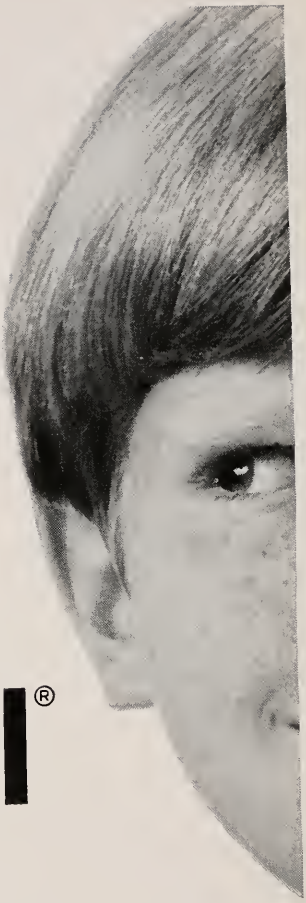
At the present time, a number of mental health clinics are in operation and thirty-three are projected for the State. Drugs for patients admitted to North Carolina institutions for mental health care are purchased by the State on a bid basis. Several hospitals now function as drug distribution centers: Broughton Hospital (Morganton), Dorothea Dix Hospital (Raleigh), Cherry Hospital (Goldsboro) and John Umstead Hospital (Butner).

Dr. Hargrove, Dr. Rader and their associates seem to be receptive to the idea that, especially in mental health care, there is a great difference between mere distribution of drugs and pharmaceutical services. It

the pleasant-tasting cough preparation



...now also in nonnarcotic form



new Cosanyl®

(Non-Narcotic)

Because COSANYL is usually accepted with a minimum of "fuss," physicians over the years have prescribed it for finicky patients to help relieve coughs due to colds. This popular medication is now available not only with codeine phosphate, but also in a nonnarcotic form with dextromethorphan hydrobromide. You can thus provide effective antitussive action without recourse to narcotics. Both COSANYL and COSANYL (Non-Narcotic) are flavored with a hint of peach...a dash of menthol ...and the alcohol content is a low 6 per cent.

Each fluidounce of COSANYL (Non-Narcotic) contains: 60 mg. dextromethorphan hydrobromide; 120 minims tincture euphorbia pilulifera; 120 minims syrup wild lettuce; 40 minims tincture cocillana; 24 minims syrup squill compound; 8 grains cascarin, Parke-Davis (bitterless); 2/25 grain menthol; and 6 per cent alcohol.

Packaging: Bottles of 2 oz., 4 oz., 16 oz., and 1 gallon.

01166

PARKE-DAVIS

PARKE, DAVIS & COMPANY, Detroit, Michigan 48232

is possible that lowered "cost of drugs" may prove to be a penny-wise economy if the "cost of pharmaceutical services" proves to be fully justified by the quality of those services and by a beneficial effect deriving from the role of the pharmacist in the care of the discharged mental patient who is being sustained primarily by drug therapy. A high percentage of patients (45-47%) who once were discharged from an institution must be readmitted for additional institutional care. Obviously this is very costly to the patient and to the State. The readmission rate could be reduced considerably if the discharged mental patient would follow the physician's orders in the use of drugs. It was pointed out that readmission rates drop 12-14% when there is a good follow-up.

The Committee proposed that the pharmacist dispensing drugs to the discharged patient has a unique opportunity to monitor the patient's use of drugs, to counsel the patient in their proper use as directed by the physician, and (when necessary) to alert the physician to potential problems with those patients who seem to be deviating from the prescribed dosage regimen. For a proper follow-up by the pharmacist, he should maintain a patient medication record, he should cooperate and communicate with the local physician to whom the patient was referred on discharge from an institution, he should keep himself highly qualified with respect to the pharmaceutical services in mental health care by self study and by participation in appropriate continuing education programs, and, in general, he should assume responsibility for assuring the adherence of the patient to the prescribed medication schedule. In short, he should make sure that the patient continues to "follow the doctor's orders" because the patient's deviation from the prescribed drug therapy is the major cause of the high readmission rate.

A proper charge for mental health pharmaceutical services should be based on the drug acquisition cost to the pharmacist and a professional fee. Even if the "cost of the drugs" themselves were somewhat less than the "cost of the pharmaceutical services," the overall saving—especially with regard to institutional care costs—would more than justify any added cost of intimately involving the pharmacist in the care of the discharged patient.

The State Commission of Mental Health agreed with the proposal in general but the details have not yet been worked out. One problem that must be solved involves the certification of appropriate mental health patients for third party payment for their pharmaceutical services. This problem is aggravated by the fact that the State Department of Mental Health lacks the staff—the social workers—required for the certification process. Another problem involves the pharmacist's drug acquisition cost compared to the cost of drugs procured through State contracts.

The Committee will continue to work with the State Department of Mental Health in the hope that a mutually acceptable program can be developed.

Nursing Homes

Seth G. Miller, *Chairman*

On November 20, 1966 the committee met at Chapel Hill with Mr. Fred Eckel. Mr. Eckel has done considerable research on the problems of Pharmaceutical services to Nursing Homes in Ohio and other areas. We designed our program for the rest of the year around Mr. Eckel. At this November meeting, we suggested that a complete list of Nursing Homes be published in the Journal of Pharmacy.

It became necessary for this committee to embark on an educational program concerning the new provision of Medicare in Nursing Homes. We endorsed the plans for a "Medicare Conference," which Mr. Eckel would organize a seminar on "Pharmaceutical Services in Nursing Homes."

This Medicare Seminar was held January 24, 25 and 26 with the Nursing Home section on Wednesday, January 25th. There were approximately 75 in attendance, of which a goodly number were nursing home administrators. The program consisted of:

1—Licensing of Nursing Homes in N. C. by—Mr. W. Gordon Poole (Chief of Nursing Homes section of N.C. Board of Health)

Announcing the "strongest" advertising campaign in Bayer history!

This two-page spread launches the "strongest" Bayer® Aspirin advertising campaign that will be seen, heard and read by consumers throughout the nation this fall.

The Theme: As the ad states: "Ask your doctor. Ask your pharmacist. Ask anyone who really knows. The strongest pain reliever you can buy is the single ingredient you get in every Bayer tablet—aspirin." That's what it's *really* all about! This new strong-selling idea, combined with Bayer's successful campaign line, "Bayer works wonders" will widen Bayer's ever-increasing sales lead even more.

Bayer! Strongest in Magazines!

Watch for the above ad when it appears in Life, TV Guide, Time, Parade, Sunday, Reader's Digest, Saturday Evening Post, Good Housekeeping, Ladies' Home Journal, American Home, Ebony, Modern Romances, True Story, True Confessions, Family Circle and others.

Bayer! Strongest in TV and Radio!

New, highly dramatic Bayer Aspirin commercials will appear on 26 network television shows, including these top-rated favorites: SUNDAY NIGHT MOVIE • HOLLYWOOD PALACE • WEDNESDAY NIGHT MOVIE • U.N.C.L.E. • THE NURSES • THE VIRGINIAN • DEAN MARTIN SHOW • I SPY • DAKTARI • PETTICOAT JUNCTION

Plus... very heavy concentration of weekly commercials in top TV spot markets.

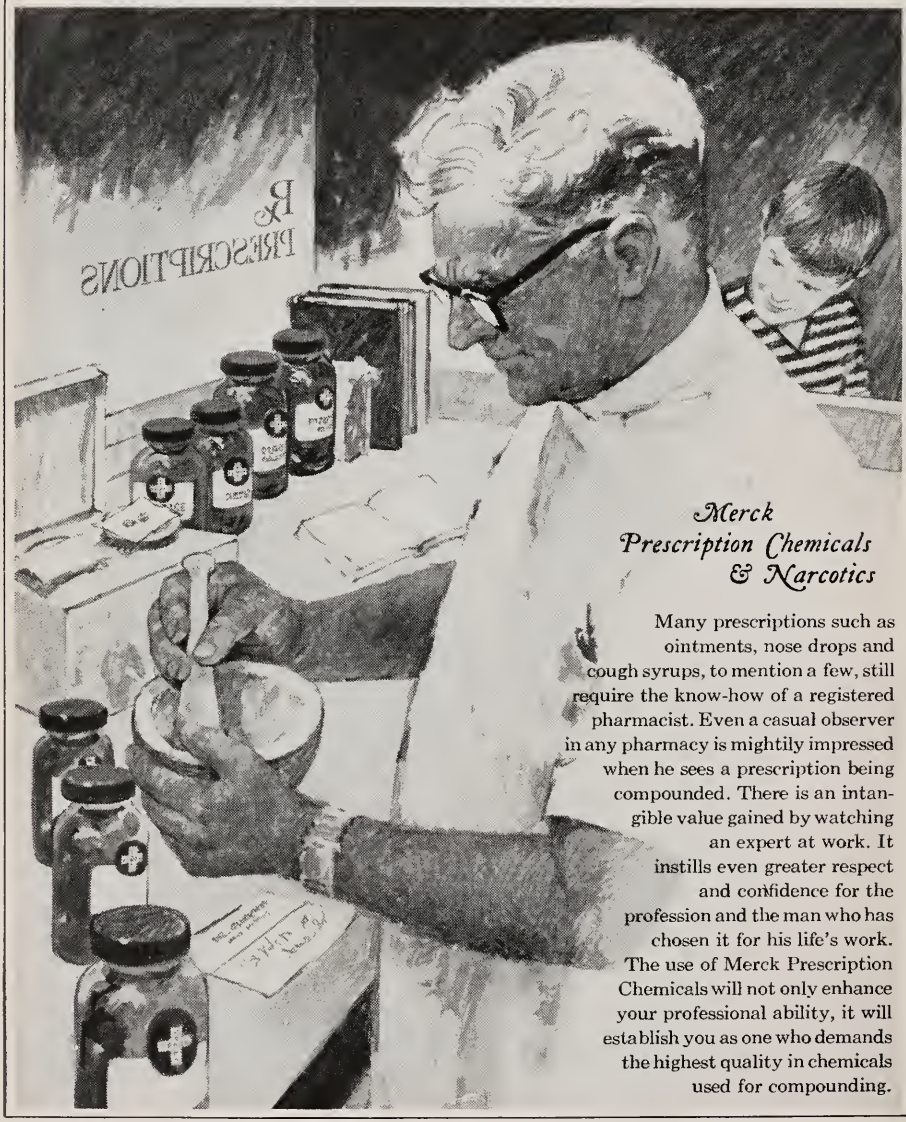
Plus... saturation network radio advertising on NBC's "News of the Hour" and ABC's "Weekday News."

Bayer's "strongest" advertising campaign will work wonders for you!

BAYER ASPIRIN
FAST PAIN RELIEF

Check your Bayer Aspirin inventory now! Be sure you increase your Bayer Aspirin stocks to meet consumer demands that this new "two-fisted" advertising will create. And... tie-in your merchandising with a "fist" display piece. Ask your Glenbrook representative or write to: Sales Planning Department, Glenbrook Laboratories, 90 Park Avenue, New York, New York 10016.

Maintain your professional image



Merck
Prescription Chemicals
& Narcotics

Many prescriptions such as ointments, nose drops and cough syrups, to mention a few, still require the know-how of a registered pharmacist. Even a casual observer in any pharmacy is mightily impressed when he sees a prescription being compounded. There is an intangible value gained by watching an expert at work. It instills even greater respect and confidence for the profession and the man who has chosen it for his life's work. The use of Merck Prescription Chemicals will not only enhance your professional ability, it will establish you as one who demands the highest quality in chemicals used for compounding.

Merck Chemicals are distributed by **QUINTON COMPANY,** Division of **MERCK & CO., INC.,** Rahway, N. J.

2—Certification of Nursing Homes in N.C. by—Mr. Ernest Phillips (Administrator Health Insurance Benefits section of N. C. State Board of Health)

3—A film on Pharmaceutical Services in Nursing Homes as Extended Care by—Roche Laboratories

4—Need for Pharmacy Service in Nursing Homes by—Mr. Fred Eckel

5—Intravenous fluids and aseptic techniques by—Dr. Albert Mattocks (Professor of Pharmacy)

6—Standards for Pharmaceutical Services in Nursing Homes Under Medicare by —Mr. Donald E. Baker (Pharmacy Consultant, Div. of Medical Care Administration—U. S. Public Health Service)

7—A Panel Discussion on Implementing Pharmacy Service in Nursing Homes

PANEL

Mr. Fred Eckel (Moderator)
Mr. Harold E. Koslow (Pharmacist—The Presbyterian Home, High Point)
Mr. Clarence C. Lev (Director of Pharmacy Service, Michael Reese Hospital —Chicago, Ill.)
Mr. Daniel J. Mulcahy (Mummert's Prescription Stores, Inc., Springfield, Ill.)

8—Pharmacist Contribution to the In-service Training Program by—Mr. Gerald Stahl (Watts Hospital—Pharmacist)

The Seminar was expertly presented and well received by those in attendance.

At the present time details are being worked out to set up a program for Nursing Homes similar to that now in operation for the hospitals of the state (Plan of Assistance—as being directed by Mr. Fred Eckel). This idea has been endorsed by Mr. W. Gordon Poole and Mr. Riley Clapp (President of N. C. Association of Nursing Homes). We are hoping for finances from one of the N. C. Foundations to cover expenses for a two-year Nursing Home Drug Supply program.

Members of the Committee are: Seth G. Miller, Lexington, Chairman; Arthur Brothers, Elizabeth City; Earl T. Brown, Salisbury; Charles Dixon, Winston-Salem; Hunter L. Kelly, Durham; S. G. Koonce, Chadbourn; Claude Wheeler, Creedmoor.

Hospital Pharmacy

CLAUDE U. PAOLONI, *Chairman*

This committee's report is essentially one which reviews the activities and accomplishments of the "Plan of Assistance to Develop and Improve Pharmacy Service in North Carolina Hospitals."

We have indeed come a long way since I have presented to you "Hospital Pharmacy and the Role of the Community Pharmacists" at the 84th Annual Meeting of this Association three years ago. At this same convention came the instrumentality of the Joint Committee on Hospital Pharmacy and the birth of the "Plan of Assistance for the Development and Improvement of Pharmacy Services in North Carolina Hospitals." After the budgeted funds were received to finance this proposed two-year project our basic aims were directed into implementation.

Implementation was slow for we realized the key to its success rested with the Director and every effort was made to assure the selection of a highly qualified individual. After almost a year of searching we were most gratified in obtaining the services of a highly qualified person, Mr. Fred Eckel, as Director of the "Plan of Assistance. . .". At the same time he received an appointment to the staff of the University of North Carolina, School of Pharmacy, as Instructor in Hospital Pharmacy. Thanks to Dean George P. Hager for his keen foresight and wisdom in making this joint appointment possible. It wasn't long after Mr. Eckel came to North Carolina on October 1, 1966 that those of us who were closely affiliated with the project realized we did not only receive the services of a most highly qualified person but rather the most qualified person to do the job. Since that time he has been traveling throughout the state in both hospital and pharmacy circles and I'm sure by this time he has become quite familiar to all of you and needs no introduction. Now, implementation was set to go into high-gear and with Fred driving I am happy to report it remains in high gear.

Feature this:

Sealtest feature flavors are one reason Sealtest is the best known, best selling ice cream in America. The Sealtest feature flavor program is designed to heighten consumer interest—and bring more traffic to your fountain and cabinet.

Double Fudge is Sealtest's feature flavor for November and December. Stock it adequately . . . display it prominently. It can mean substantial ice cream profits for you. Available in bulk or cartons.

Sealtest
TRADE MARK

Activities and Accomplishments to Date

I. *Meeting Participation*

On January 20, 1967 the "Plan of Assistance . . ." was discussed with the members of District III of the North Carolina Hospital Association. The audience consisted of both Hospital Administrators and Pharmacists. Fourteen hospitals were represented. This opportunity to address the Hospital Association District meetings is an excellent way to meet hospital administrators. However, since they meet only quarterly it will require some time before all District meetings are visited. On Tuesday, March 7, 1967, the "Plan of Assistance . . ." was discussed at the District V Meeting of the North Carolina Hospital Association. On March 16, the program was discussed with the Gastonia Pharmaceutical Association.

II. *Pharmaceutical Services Under Medicare Seminar*

The seminar held on January 24-26 in Chapel Hill was quite successful. Almost 160 individuals (including speakers) attended for one or more days. Everyone seemed to feel that it was beneficial to come together to discuss mutual problems. In addition the Director met many hospital administrators. This has helped him in his visits to the hospitals.

The attendance included 44 per cent pharmacists, 17 per cent hospital administrators, 14 per cent nurses, 10 per cent nursing home administrators, and 16 per cent other.

III. *Limited Service Permits*

An increasing number of hospitals are showing interest in part-time and full-time pharmacy service. The number of requests for hospital pharmacy permits received by the Board of Pharmacy is increasing. A total of ten pharmacy permits to hospitals were issued during January and February and three more were added in March and April. To date 44 hospitals employ one or more full-time pharmacists. There are 28 hospitals operating their pharmacy departments under a Limited Service Permit. Seventy-two hospital Pharmacy Departments, or 41 per cent of the hospitals, are registered with the Board of Pharmacy. There are a number of hospitals in addition to these who employ part-time pharmacists but have not registered with the Board of Pharmacy. When the "Plan of Assistance . . ." was first developed only 33 hospital pharmacies were registered with the State Board of Pharmacy.

IV. *Hospital Visits*

Personal visits to each hospital are progressing slowly. These visits were primarily made in the western part of the State. The visits have been most successful. In every case the Director has been well received because of the excellent preparation made by the Medical Care Commission. There has been at least one pharmacist who has indicated an interest in working with the hospital. Although this visitation program is time consuming the Director feels it is the best approach and is planning to continue these visits.

V. *Hospital Orientation Programs*

Eight hospital pharmacists have agreed to serve as preceptors for a Hospital Pharmacy Orientation Program. These are:

1. William R. Adams, Jr., Wilson Memorial Hospital
2. Jacqueline R. Womble, Brentwood Rehabilitation Center
3. Mrs. Margaret Gretz, Margaret R. Pardee Memorial Hospital
4. Gerald M. Stahl, Watts Hospital
5. Mrs. Joann Hambright, Southeastern General Hospital
6. Roy L. Salter, Jr., Alamance County Hospital
7. Flynn Walker, Kings Mountain Hospital
8. Richard Knight, Moore Memorial Hospital

The orientation program will consist of a series of eight 3-4 hour sessions in the hospital. Each session wil consist of a planned exposure to a particular facet of hospital pharmacy practice. It is hoped that by conducting each session in the hospital environment it will be more meaningful to the participant. The areas which will be included are; (1) the hospital environment, (2) the pharmacists's administrative responsibility, (3) drug distribution systems, (4) rational drug therapy, and (5) intraven-

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

ous solutions. There is an outline developed for each session so that the pharmacists will be exposed to all important information in each area. A packet of useful information has been assembled and will be given to each participant.

VI. *Publicity, Correspondence and Consultation*

Much publicity is still being given to the program. Occasionally a letter of thanks is received.

Letters are being sent selectively to hospital administrators and pharmacists. The letter is then being followed up with a visit. In addition several pharmacists have requested information about hospital pharmacy opportunities.

VII. *Model Programs*

One of the most critical needs of the hospitals is for a suitable and efficient pharmacy service geared to the needs of the small hospitals. A project is presently underway at the Spruce Pine Community Hospital in Spruce Pine, wherein consultation work continues with Mr. Fred Seaford, the administrator, and Mr. Harold Day, pharmacist, toward developing a model pharmacy service for the smaller hospitals. It is hoped that other programs will be developed around the state using different systems and that these might be used in training programs for other hospitals.

VIII. *Graduate Program in Hospital Pharmacy*

One long range goal of the "Plan of Assistance . . ." is to develop a high quality of hospital pharmacy practice throughout North Carolina. This goal can only be achieved through an adequate supply of qualified hospital pharmacists. It was felt that this objective could best be accomplished through a graduate program in hospital pharmacy. The Director has been working very closely with the School of Pharmacy at the University of North Carolina to develop a Master of Science Program in Hospital Pharmacy. The program has been developed and is scheduled to begin July 1, 1967. Formal hospital pharmacy residency training programs, in conjunction with the graduate program, are being offered

at Memorial Hospital in Chapel Hill, Duke University Hospital in Durham, Watts Hospital in Durham, and The Moses H. Cone Memorial Hospital in Greensboro.

IX. *Nursing Home Expansion*

Because of the success demonstrated by the "Plan of Assistance . . ." program it has been requested by the Nursing Home Division of the State Board of Health and the North Carolina Association of Nursing Homes that the program expand its activities to include nursing homes. Because of the similarities in the problem and its solution this expansion could be accomplished. In order to include nursing homes, however, additional personnel will be required. A supplemental grant request has been developed for submission to the granting agencies.

X. *Conclusion*

Coordination of all the activities with the many interested groups is indeed a mammoth task and to accomplish this without complications is a most challenging one. I believe the purpose of the project to recruit, orient, and train registered pharmacists for full or part-time service in hospitals of North Carolina and to acquaint hospital administrators with current requirements in the provision of hospital pharmacy services is being accomplished. All . . . by resolution and not by revolution.

The "Plan of Assistance . . ." is the first project of this type to be attempted anywhere in the nation. Here we bring together hospital administrators and community pharmacists with the mutual objective of better patient care through improved Pharmacy service. We look forward to continued progress for which we of North Carolina can be justly proud.

Before closing, I wish to thank Mr. Fred M. Eckel for supplying me with the details and the data that formed the basis of this report and wish to extend my sincere appreciation to the Hospital Pharmacy Committee members whose forebearance and tolerance have permitted me to go along without compelling me to call a formal meeting of this Committee. Their helpful suggestions in finalizing this report are deeply appreciated. They have received a copy and have endorsed this report.

Members are: Don K. Chapman, Winston-Salem; Joseph C. Estes, Reidsville; H. C. McAllister, Chapel Hill; W. W. Taylor, Chapel Hill; Claude U. Paoloni, Chairman.

Social and Economic Relations

B. Cade Brooks, *Chairman*

Your committee met in Chapel Hill on April 2nd at which time a variety of subjects were discussed and will be brought to your attention today for further thought and consideration.

1. A professional calendar program was endorsed.

Consists of a professional calendar manufactured by the Shaw-Barton Co. and will be offered exclusively to members of the NCPhA. This calendar contains no advertisement except that of the participating pharmacy. It has a different picture for each month and in the back is information about how to prevent and render first aid in cases of poisoning. There is also space for the listing of emergency phone numbers.

This calender is intended to enhance the professionalism of pharmacy, since no specific products are advertised but does make note of the fact that you are a member of the

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION.

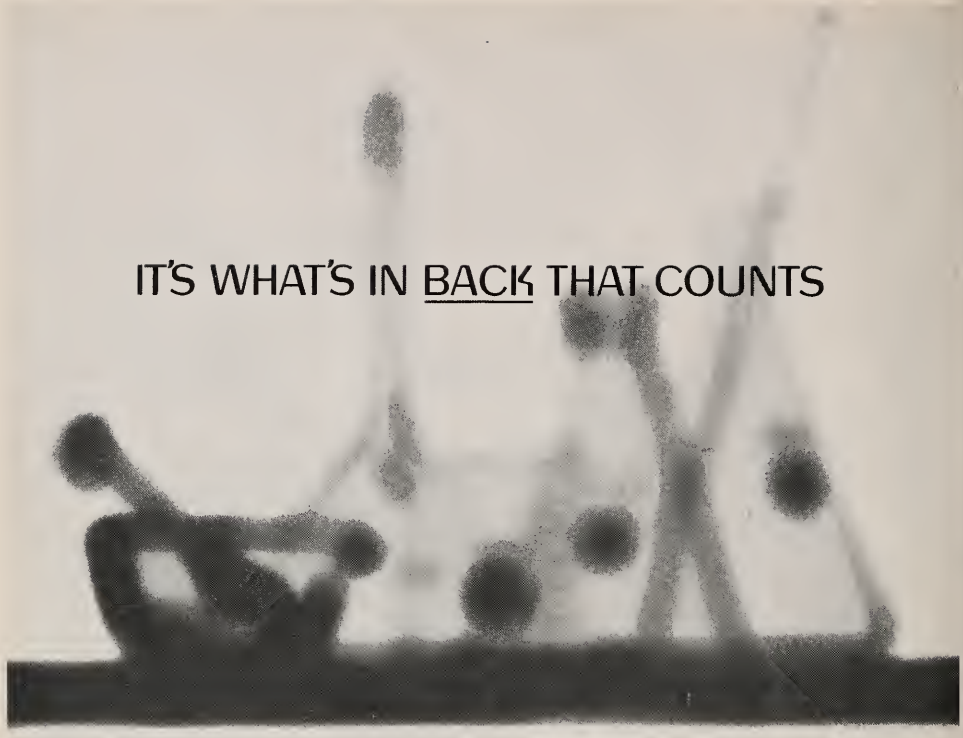
This company offers these calenders at maximum quantity prices to all members of the NCPhA regardless of the number an individual may wish to use. Minimum order is 100 at 25 cents each or if inserted in envelopes 2½ cents additional.

This calender program has been endorsed by at least one other state pharmaceutical association and they are enthusiastic about its merits.

2. PRESCRIPTION CLUBS

This is a plan in which your customers and their families are invited to join the club and as a member they are entitled to have their prescriptions filled at a participating store at less than the normal price. In general the price amounts to wholesale cost plus a small set fee. Of the two pro-

IT'S WHAT'S IN BACK THAT COUNTS



SK&F believes a pharmaceutical manufacturer has more responsibilities than simply offering you quality drug products. These extras include a variety of helpful services and programs which meet the special needs of pharmacists and other groups in the health professions.

For pharmacists, specifically, SK&F *Quality Plus* provides such advantages as SK&F's equitable trade practices (including a liberal policy on returned goods) . . . . a Disaster Aid plan . . . . comprehensive information about each product we put on your shelf . . . . a large force of SK&F Representatives to serve you . . . . continuing SK&F scientific research that supports our products, even after they're marketed . . . . support of your pharmacy organizations and their programs . . . . aid to pharmacy education . . . . many pamphlets and periodicals, free on request . . . . films from our large library . . . . speaker services . . . . and *SK&F Pharmacy News.*

It's what's in *back* of our products that makes *Quality Plus* meaningful to you—and makes SK&F a name you can trust.

Smith Kline & French Laboratories

QUALITY PLUS

grams of this type that have been started in North Carolina:

One was in the western part of the state and the fee was to be 50 cents. However, my understanding is that only one store agreed to participate and the plan did not materialize.

The other program is one being currently promoted by a chain of about twelve stores and is called the FAMILY PRESCRIPTION PLAN. Under this plan members pay one dollar per month per family for membership and then as a member are entitled to have their prescriptions filled at either of their stores at wholesale costs plus one dollar.

It is the concensus of your committee that any store considering such a plan should make sure that the particular store can operate on such a plan from an economic standpoint. You would need to determine the potential revenue from the program as compared to present revenue. Probably the first thing a store must do would be to determine the amount of professional fee necessary for that particular store and then compare to the potential under the club plan.

3. The NCPhA recently conducted such a survey of a representative number of stores in the state and will arrive at an average fee. However, it might be noted that it may be necessary to adjust this fee some for an individual store. The results of this survey will be published in the Journal at a later date.
4. Various aids in the filling and record keeping of Kerr-Mills prescriptions were considered. Your committee, recognizing the amount of extra paper work required by the welfare department, suggests that any record keeping which would duplicate that required might best be avoided.
5. The Drug Abuse inventory and Narcotic inventory:

Your committee wishes to express its thanks to W. J. Smith and staff for the two "positive" lists mailed out for the Drug Abuse April 1st inventory and for the up-to-date narcotic inventory list which will be mailed to members for the June 30th narcotic inventory. These forms are a great help.

6. Credit Card Plans:

Your committee discussed current promotions of these charge plans, usually offered by banks and recommends that members evaluate costs involved in handling their present charge accounts.

WHAT DOES IT COST TO OPERATE CHARGE ACCOUNTS?

Costs here would include bookkeeping costs as well as loss charged off as bad debts. If costs amount to over 5 or 6 percent a store might wish to consider use of one of the bank charge plans which generally run about 6% of charges.

7. Furnishing prescription blanks to doctors:

Since the name of the store on a prescription blank has been declared unethical by the AMA your committee recommends that local organizations adopt means of furnishing uniform blanks to their doctors.

8. Special prescription prices to certain groups:

Various groups such as Heart, Cancer, Vocational Rehabilitation, and others ask for

SMITH WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

For eighty-two years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

special consideration as to price on prescriptions. Your committee recommends that price be maintained at a level which enables you to recover your cost of operation.

9. Sales of exempt narcotics:

Unfortunate situations in the state as to the sale of cough mixtures and other exempt narcotics prompts your committee to recommend that "sales in good faith" and proper record keeping be followed closely.

10. Record Keeping for Income Tax Purposes:

Many of our customers desire records of their purchases of drugs and prescriptions for income tax purposes. Since most of the programs designed for this purpose are expensive and/or time consuming, your committee recommends that wherever possible charge accounts be opened and used for this purpose.

11. MenJ Merchandizing Workshop:

Under joint sponsorship of your committee and the Menley-James Laboratories this workshop was conducted on April 6th. This was a one day program and dealt with various aspects of displaying, merchandizing, and dead stock movement. Two men from Menley & James (promoters of Contac Capsules) were present and conducted the workshop. Much interest was shown in this program and many more than the maximum of fifty pharmacists expressed a desire to attend. Future programs of this type are being considered. See your CAROLINA JOURNAL OF PHARMACY for further details.

Report of W. J. Smith

Secretary-Treasurer

Mr. President,

Members of the NCPhA and Guests:

Association activities during the calendar year 1966 continued to demonstrate Pharmacy in North Carolina is moving forward at a rapid pace. Each week and each month provided an opportunity for the Association, the Board of Pharmacy and the School of Pharmacy to initiate a new program or push an existing program as Pharmacy broadens its horizons of service to the public.

Pharmacy is changing and changing fast. No longer is the pharmacist restricted to the four walls of his pharmacy. A need for his professional services and knowledge continues to the patient, whether this patient is at home, in a hospital, nursing home, extended care facilities or elsewhere.

The pharmacist who takes advantage of the new opportunities which present themselves, which will rapidly accelerate as implementation of Medicare, Title XIX, Pre-Paid Rx Insurance Programs and the like get underway, will assure himself or herself a definite place on the health team. We cannot adopt a "wait and see" attitude as some of the changes we refer to are already here and influencing the public's action as to where it obtains its medical care and under what conditions, including the all-important cost factor.

As an indication of events which are taking place that will have an influence on Pharmacy as practiced in North Carolina, here are sixteen programs/projects which the NCPhA has been involved in the past twelve months. Some of the committee reports will list the details more extensively but these brief comments, when reviewed within the framework of the changes which are taking place, will spotlight some of the more significant developments in North Carolina Pharmacy:

(1) The visit of the PMA directors to North Carolina which resulted in the decision by Abbott Laboratories to locate a $6 million solution plant at Rocky Mount, North Carolina.

(2) The events which caused the State Board of Public Welfare to institute a $1 deductible on each Welfare Rx dispensed in North Carolina. The NCPhA conducted extensive surveys in the area of drug supply and transmitted the results of these surveys to the State Department of Public Welfare. Shortly thereafter, the NCPhA cooperated with officials of the Civilian Health and Medical Program Uniformed Services in announcing details of the prescription program to member pharmacists of the NCPhA. A $1.75 professional fee was agreed upon.

(3) New ceiling and electrical light fixtures have been installed in the Institute of Pharmacy with funds contributed by The Woman's Auxiliary of the NCPhA. A current project—Pharmacy Originals—will supply additional funds for painting the Institute and some needed equipment.

(4) The NCPhA-sponsored disability income program, which was started in late 1966, is being well received. In fact, more members are enrolling that anticipated. The Association's Retirement Plan is also successful. On May 1, 1967, a total of 182 members were participating in this Plan with total annual deposits of $95,600. Had this Plan been in effect for the past 15 years, today the total fund worth would be over $2,400,000.

(5) Three pharmacist-members of the NCPhA are serving in the current session of The General Assembly. For the first time, both health committees in the Assembly are headed by pharmacists.

(6) Total registration of the School of Pharmacy at Chapel Hill tops all previous enrollments. Of great assistance to the School is your support of the Pharmaceutical Research Foundation.

(7) The 3000 mile, 90 minute telephone hookup conference between representatives of the NCPhA and officials of the Pharmaceutical Association of the Province of British Columbia (June 23, 1966) was a wise investment on the part of the participants and the sponsor, SKF.

(8) The number of active local pharmaceutical organizations in the state is now at an all time high. More than 25 local pharmacy groups now meet on a regular basis.

(9) Much time and attention has been

Patents, Progress, Pharmacy—a Triad

Pharmacy has flourished, thanks in large part to America's patent system. Under this system, everyone benefits—the physician who prescribes, the pharmacist who dispenses, the patient who receives the medication.

Without the protection afforded by the system, all concerned would be deprived of that most vital link in the chain of scientific progress—incentive. Without incentive, new drugs would not be searched for... and found.

Today's drug discovery is not an isolated phenomenon. It grew out of yesterday's discovery and leads to tomorrow's. The sulfonamides, antibiotics, steroids, vitamins and vaccines you dispense today are each stages of a development process which, so far, is unbroken.

To protect all, the patent system itself needs your protection. You can serve pharmacy and progress, the prescribing physician, your customer, yourself by offering such protection. Choose products protected by patents and made in the U.S.A.; reject those which are in violation of American patents.

LEDERLE LABORATORIES • A Division of American Cyanamid Company, Pearl River, New York

Lederle

675-6

devoted to the Drug Abuse Control Act of 1965. The NCPhA has attempted to be as helpful as possible by distributing information and inventory forms.

(10) The Menley and James Merchandising Workshop, which was held at the Institute of Pharmacy on April 6, was unusual in that for the first time we were unable to accept all the applicants for the 1-day program.

(11) The hospital pharmacy program, which Fred Eckel heads, is getting off to a good start. And a similar type program for the nursing homes of the state is now in the final planning stage with start subject to adequate funding. The significant thing about these programs is that cooperative planning and support is coming from major health organizations of the state which will be helpful as we embark on Medicare, Title XIX, etc.

(12) The Pharmacy Leadership Training Workshop held in Chapel Hill at the Institute of Pharmacy and School of Pharmacy on November 5-6, 1966, was well attended. The Workshop was under sponsorship of the Student Affairs Division of the APhA and attracted delegates from thirteen different schools of pharmacy.

(13) The NCPhA joined with the School of Pharmacy, the Board of Pharmacy and others in sponsoring a 3-day Seminar on Pharmaceutical Services Under Medicare in Chapel Hill on January 24-26, 1967. More than 150 persons registered for all or part of the conference.

(14) We are in the initial phase of study/development of a mental health drug program, working cooperatively with officials of the N. C. Department of Mental Health. A slide film program to be sponsored by SKF and available from the APhA is now being completed on this same subject.

(15) 7,500 copies of the Code of Understanding were printed by the State Medical Society on a 50/50 cost basis. The May issue of THE CAROLINA JOURNAL OF PHARMACY outlines in detail a procedure for implementing the Code.

(16) The announcement and follow-up discussions to proposed revision of one section of the State Pharmacy Act; a day by day review of legislative developments in Raleigh; working out the details of the "TMA Man of the Year" award; and conferences relating to a publicly announced prescription savings plan all have helped to occupy the attention of the office staff in Chapel Hill during the past twelve months.

Ahead, we see broader opportunities for service. How well we measure up to these opportunities will relate directly to your support. We have reached a plateau of service from which it will be difficult to expand without additional manpower. In particular, and as suggested by the Chairman of the Dues Revision Committee, funds for an assistant to the present managing director of the NCPhA with primary responsibility as a field representative, will prove to be a wise investment on the part of the members of the NCPhA.

MEMBERSHIP

May 1, 1967

Pharmacist Members	1432
Student Branch Members	233

During the period January 1 through May 1, 1967, a total of 56 pharmacists affiliated with the NCPhA.

Thirty-four members were removed from the membership list in 1966 for non-payment of dues. The deceased list totaled 16.

FINANCIAL

Total income credited to the NCPhA General Fund in 1966 was $59,236.40; Disbursements, $57,377.92. Net income from year's operation was $1,858.48.

The Association's Endowment Fund increased from $23,709 to $26,011.28 for a gain of about $2,300.

The Consolidated Pharmacy Loan Fund continues to grow as loans are repaid and new named funds are established. Value of this fund in June of 1966 was $16,885. It is now $20,813.00.

A sense of humor, yes. Also a sense of trust. When we say we have one of the more liberal return goods policies in the drug industry . . . we mean it. Even when it involved the return of some 80-year-old Upjohn Friable pills.

People take us at our word at Upjohn. They place a great deal of trust in our policies as well as our products. Why? Because for more than 80 years we've worked very hard to earn that trust.

Naturally, we credited our good pharmacist friend's account. Wouldn't you?

Upjohn

© 1967—The Upjohn Company, Kalamazoo, Michigan

THOMAS, KNIGHT, TRENT AND KING
Certified Public Accountants
DURHAM, NORTH CAROLINA
June 5, 1967

To the Board of Directors
North Carolina Pharmaceutical Association
Chapel Hill, North Carolina

We have examined the combined balance sheet of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION at December 31, 1966, and the related statements of revenue, expenditures and fund balance of the various funds for the year then ended. Our examination was made in accordance with general accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying combined balance sheet and statements of revenue, expenditures and fund balance present fairly the financial position of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION at December 31, 1966, and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Thomas, Knight, Trent and King
Certified Public Accountants

SCOTSMAN ICE MACHINES
SUPER FLAKERS FOR DRUG STORES
OVERNIGHT DELIVERY
LOW PRICES—EASY TERMS
WRITE FOR BROCHURE AND PRICE LIST

BERRYHILL FOUNTAIN SALES CO.

P. O. Box 3251 Charlotte, N. C. 28203
Phone: (704) 332-8945

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

COMBINED BALANCE SHEET
DECEMBER 31, 1966

ASSETS

	Combined
Cash	$ 14,184.15
Accounts receivable	$ 287.50
Less allowance for uncollectible accounts	100.00
	$ 187.50
Student loans receivable	$ 14,843.00
Less allowance for uncollectible loans	380.00
	$ 14,463.00
Prepaid insurance	$ 520.21
Investments—Schedule 1	47,828.13
Land	$ 12,074.95
Buildings and improvements	77,398.45
Furniture and equipment	20,810.72
Automobile	3,000.00
	$113,284.12
Less accumulated depreciation	43,091.86
	$ 70,192.26
	$147,375.25

LIABILITIES AND FUND BALANCE

Liabilities:	
Accounts payable	$ 231.37
Accrued payroll taxes	42.35
Prepaid membership dues—1967	1,015.00
	$ 1,288.72
Fund balance:	
Appropriated	$ 19,552.95
Unappropriated	126,533.58
	$146,086.53
	$147,375.25

General Fund	*Endowment Fund*	*Consolidated Pharmacy Fund*	*Plant Fund*
$ 9,994.20	$ –0–	$ 4,189.95	$ –0–
$ 287.50	$ –0–	$ –0–	$ –0–
100.00			
$ 187.50	$ –0–	$ –0–	$ –0–
$ 317.50	$ –0–	$14,525.50	$ –0–
205.00		175.00	
$ 112.50	$ –0–	$14,350.50	$ –0–
$ 520.21	$ –0–	$ –0–	$ –0–
21,220.83	25,594.80	1,012.50	–0–
$ –0–	$ –0–	$ –0–	$ 12,074.95
			77,398.45
			20,810.72
			3,000.00
$ –0–	$ –0–	$ –0–	$113,284.12
			43,091.86
$ –0–	$ –0–	$ –0–	$ 70,192.26
$32,035.24	$25,594.80	$19,552.95	$ 70,192.26
$ 231.37	$ –0–	$ –0–	$ –0–
42.35			
1,015.00			
$ 1,288.72	$ –0–	$ –0–	$ –0–
$ –0–	$ –0–	$19,552.95	$ –0–
30,746.52	25,594.80	–0–	70,192.26
$30,746.52	$25,594.80	$19,552.95	$ 70,192.26
$32,035.24	$25,594.80	$19,552.95	$ 70,192.26

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

SCHEDULE OF INVESTMENTS
DECEMBER 31, 1966

Description	*Number of Shares*	*Total Quoted Market Value*	*Cost (1)*
Common stocks:			
State Capital Life Insurance Company, par value $2.50	71	$ 1,402.25	$ 2,175.00
American Druggist Insurance Company, par value $5	610	9,226.26	6,171.00
Concord Telephone Company, par value $50	3	216.00	218.00
North Carolina National Bank, par value $5	25	997.65	1,012.50
	709	$11,842.16	$ 9,576.50
Savings and loan associations:			
Home Savings and Loan Association	50	$ 5,000.00	$ 5,000.00
Home Savings and Loan Association		7,687.77	7,687.77
Orange Savings and Loan Association	75	7,500.00	7,500.00
Orange Savings and Loan Association		18,063.86	18,063.86
	125	$38,251.63	$38,251.63
Certificates of deposit		$ –0–	$ –0–
	834	$50,093.79	$47,828.13

(1) Investments received by gift are recorded at appraisal value on date of gift.

General Fund		*Endowment Fund*		*Consolidated Pharmacy Fund*		
Number of Shares	*Cost*	*Number of Shares*	*Cost (1)*	*Number of Shares*	*Cost (1)*	*Dividends, Interest Income*
71	$ 2,175.00		$ –0–		$ –0–	$ 29.69
610	6,171.00		–0–		–0–	488.00
	–0–	3	218.00		–0–	10.50
	–0–		–0–	25	1,012.50	30.00
681	$ 8,346.00	3	$ 218.00	25	$1,012.50	$ 558.19
50	$ 5,000.00		$ –0–		$ –0–	$ 218.76
	–0–		7,687.77		–0–	283.89
75	7,500.00		–0–		–0–	328.12
	374.83		17,689.03		–0–	896.90
125	$12,874.83	–0–	$25,376.80	–0–	$ –0–	$1,727.67
	$ –0–		$ –0–		$ –0–	$ 237.52
806	$21,220.83	3	$25,594.80	25	$1,012.50	$2,523.38

Reaco

Reaco B-Complex with C. Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 25 mg. Tablets
$1.80 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$2.40 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s

Your cooperation in stocking
Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hirom M. King
P. O. Box 97 Monroe, N. C.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast,
efficient wholesale drug
service to the pharmacists of
the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

Committee on Nominations

W. B. Gurley, *Chairman*

1968-1969

To be elected by mail ballot:

For President: James L. Creech, Smithfield, and C. Louis Shields, Jacksonville.

For 1st Vice-President: Milon A. Scott, Jr., Skyland, and Earl H. Tate, Lenoir.

For 2nd Vice-President: B. Cade Brooks, Fayetteville, and John P. Friday, Gastonia.

For 3rd Vice-President: Calvin Floyd, Roanoke Rapids, and John C. Hood, Jr., Kinston.

For Member of the Executive Committee, 3 year term: S. D. Griffin, Jr., Burlington, and John I. Thomas, Dunn.

For Member of the N. C. Board of Pharmacy, 5 year term: David D. Claytor, Greensboro, Joseph C. Frazier, High Point, and William P. Wells, Durham.

For Directors of the N. C. Pharmaceutical Research Foundation: F. Herman Cline, Charlotte; Robert B. Hall, Mocksville; C. C. Fordham, Jr., Greensboro; Thomas M. Holland, Mount Holly; Alfred N. Martin, Roanoke Rapids; and John T. Stevenson, Elizabeth City.

OFFICERS INSTALLED

President: S. D. Griffin, Jr., Burlington

1st Vice-President: James L. Creech, Smithfield

2nd Vice-President: Earl H. Tate, Lenoir

3rd Vice-President: B. Cade Brooks, Fayetteville

Secretary-Treasurer: W. J. Smith, Chapel Hill

Assistant Secretary-Treasurer: C. M. Andrews, Burlington

Member of the Executive Committee for three years: Charles D. Blanton, Jr., Kings Mountain

TIME & PLACE

Jesse M. Pike, Chairman of the Time & Place Committee, recommended (adopted) the 1969 annual meeting of the NCPhA be scheduled in Raleigh with the exact dates to be determined by the Association's executive committee after conference with hotel officials and other interested persons in Raleigh.

The 87th annual meeting of the N. C. Pharmaceutical Association was adjourned at 4:15 P.M., May 8.

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
1967 MEMBERSHIP ROSTER

Life Members are shown in bold face type.

—A—

Adair, Walter Holmes—Roxboro
Adams, Charles Edwin—Fuquay-Varina
Adams, James W.—Asheville
Adams, William Robert, Jr.—Wilson
Adkinson, Newton Frank—Avondale
Akins, Frank T., Jr.—Waynesville
Albright, George Bishop—Salisbury
Alexander, Clyde Benny—Rocky Mount
Alexander, Jack L.—Morganton
Allen, Billy Thomas—New Bern
Allen, Harry H., Jr.—Cherryville
Ameen, John U.—Gastonia
Ammons, Dallas Lee—Salisbury
Ammons, Jack Austen—Waynesville
Anderson, Carolyn Cox—Lansing, Michigan
Anderson, Ernest R., Jr.—High Point
Anderson, William Nelson—Hickory
ANDES, GARRETTE EARL—Wadesboro
ANDREWS, CHARLES McDONALD—Burlington
Andrews, F. Jackson—Chapel Hill
Andrews, John Puett—Winston-Salem
Andrews, John Warren—Winston-Salem
Andrews, Richard Homer—Burlington
Arena, James Edward—Durham
Arnold, Broddie Duke—Raleigh
Artemes, Ares Lambros—Charlotte
Ashworth, Ralph Hilliard—Cary
Atkinson, Matthew James—Lumberton
Austell, Ronald Lowery—Shelby

—B—

Baber, Larry Gene—Flat Rock
Bailey, John William—Hendersonville
Baity, James Oliver—Greensboro
Bane, Gordon H.—Lowell
Banner, Robert Dale—Spruce Pine
Barber, Cecilia Stoorts—Winston-Salem
Barber, Robert William—Raleigh
Barbour, Joseph Parker—Burlington
Barbour, Joseph P., Jr.—Burlington
Barbour, Robert Layton—Burlington
Barbrey, Herman Sutton, Jr.—Raleigh
Barefoot, Lexie Glenn—Southport
Barnes, George Maxwell—Sarasota, Fla.
Barnett, Charles Mason—Henderson
Barnett, Frank, Jr.—Henderson
Barnett, Jimmie—Henderson
Barrett, Raymon Ellis—Burlington
Barringer, Harry Alexander—Concord
Barringer, John Marshall—Carthage
Bartlett, John Bradley—Bailey
Barton, William H.—Pleasant Garden
Basart, Jasper Martin—New Bern
Batista, Ana Maria—High Point
Batten, Welch Middleton—Williamston
Batts, Sara Alice Wells—Wallace
Baurguess, Carl Thomas, Jr.—Monroe, La.
Beale, Garland Wood, Jr.—Broadway
Beale, Jesse J., Jr.—Burlington
Beam, William Glenn—Roanoke, Va.
Beason, Robert Hoyle—Boiling Springs
Beavans, Samuel Clark—Enfield
Beaver, Donald Worth—Concord
Beck, Henry Odell, Jr.—Greensboro
Beck, Quay H.—Fletcher
Bell, Barry Max—Gastonia
Bell, Charles David—Winston-Salem
Bell, Frank Roland—Beaufort
Bell, Henry C.—Gastonia
Bell, Lee Roy—Tarboro
Bell, Louis Pershing, Jr.—Chapel Hill
Belton, Charles Ned—Mt. Airy
Bender, Deane Hughes—Fayetteville
Bender, George Walker—Fayetteville
Bender, Walker Meares K.—Fayetteville
Bennett, Donald Leon—Albemarle
BENNETT, KELLY EDMOND—Bryson City
Benson, Harley O'Neil—Thomasville
Benthall, Alpheus Worth—Elizabeth City
BEST, JOHN HARPER—Greensboro
Biggs, John Waller Smallwood—Greenville
Birkitt, Sebastian Poisal—Charlotte
Birmingham, John Steele—Hamlet
Bishop, Robert Ellis—Clinton
Bissett, Donald Hines—Lumberton
BISSETTE, PAUL BRANCH—Wilson
Bissette, Paul Branch, Jr.—Wilson

Blackmore, Noal J.—Wilmington
Blackney, Boyd Roselle—Charlotte
Blanchard, Norwood Pitt, Jr.—Rockingham
Bland, Joseph F.—High Point
Blanton, Charles Donald, Jr.—
Kings Mountain
Blount, James Gordon—Greenville
Bobbitt, A. Bracey—Winston-Salem
Bobbitt, Hilliard Fletcher—Glen Alpine
Boger, Richard Albert—New Bern
Bolton, James Cener, III—Woodland
Bolton, Robert Baugham—Rich Square
Booker, Elsie Hudson—Chapel Hill
Boone, William Shelton—Greensboro
Boone, William Thomas—Ahoskie
Borders, Michael Lawson, Jr.—Chadbourn
Bostian, Thomas Richard—Kannapolis
Bostic, Russell Alton—Beulaville
Bowen, Norman George—Roxboro
Bowers, Jimmie C.—Lincolnton
Boyd, Allan Craig—Kenly
Boyd, John Herbert—Lumberton
Boyd, Robert Wilson—Asheboro
Boyd, Shelton Bickett—Mt. Olive
Boyd, William Thomas, Sr.—N. Wilkesboro
Boyles, Vestal Irving, Jr.—Statesville
Bracey, Daniel Guilford—
Long Beach, California
Bracker, Dale Conrad—Greensboro
Bradley, William Vernon—Kannapolis
Bradshaw, Edward Luther—Kinston
Bradshaw, Edward Luther, Jr.—Kinston
Bradsher, Arthur Long, Jr.—Roxboro
Bradsher, Hugh Tate—High Point
Braman, William C.—Asheville
Brame, Philip Augustus—North Wilkesboro
Brame, Robert Marvin, Jr.—
North Wilkesboro
Branan, Cecil L.—Winston-Salem
Branch, Paul Elmer—Boone
Brannon, James L.—Indianapolis, Indiana
Brantley, John Calvin, Jr.—Raleigh
Brantley, William Cain—Winston-Salem
Brecht, Edward A.—Monroe, Louisiana
Brewer, Mary Marsh Hood—Pink Hill
Bridges, Albert Reid—Rutherfordton
Brinkley, Clifton Scott—Kernersville
Brisson, Edward—St. Pauls
Brisson, Lloyd Clifford—Fayetteville
Bristol, Eugene Legraund—Mt. Airy
Britt, Grady—Garner
Britt, Robert Timothy—Raleigh
Britton, Lam Boykin, Jr.—Gastonia
Brooks, Baylus Cade—Fayetteville
Brooks, C. McLane—Monroe
Brooks, Frank Gibbons, Jr.—Siler City
Brooks, George Jackson, Jr.—Siler City
Brookshire, Lorain Balfour—Asheville
Brothers, Arthur Etheridge—Elizabeth City
Brown, Earl Triplett—Concord
Brown, Eugene, Jr.—Wilmington
Brown, Henry P.—High Point
Brown, Henry Shelton—Goldsboro
Brown, John Herndon—China Grove
Brown, Robert Michael—Rocky Mount
Brown, William Colfax—Greensboro
Browning, Joseph Fletcher, Jr.—Greensboro
Bryant, Alvin—Durham
Bryson, Vaughn Douglas—
Indianapolis, Indiana
Buchanan, Elmer William—Greensboro
Buchanan, Ernest Chadwell—Kinston
Buchanan, George Ronald—Greensboro
Buhmann, Walter L.—Asheville
Buie, Wayne M.—Hickory
Bullock, Benjamin W.—Durham
Bullock, John Chester, Jr.—Wilmington
Bunch, Luther Elmo—Carolina Beach
Bunn, Richard Speight—Elizabeth City
Burch, Virgil Galbrith—Asheville
Burford, William Howard, Sr.—Gastonia
Burgiss, Thomas Reeves—Taylorsville
BURGISS, THOMAS ROY—Sparta
Burnett, John Paul, Jr.—Rocky Mount
Burris, Loy Ray—Valdese
Burris, Loy Ray, Jr.—Valdese
Burroughs, Malcolm Winston—Aberdeen
Burrus, Brainard M.—Canton
Burrus, Samuel Brainard—Canton
Burson, James Dixon—Reidsville
Burt, Milton Stanley—Durham
Burton, Spurgenia Rutland—Burlington
Butler, Alman Byron—Clinton
Butler, James Gene—Shelby
Butler, R. Dean—Tryon
Butt, Justus Cramer—South Mills

—C—

Cable, Maurice LeRoy—Asheville
Cain, Charles Macbeth—Henrietta
Cain, Leighton Dewey—Concord
Caldwell, Palmer L.—Faison
Calhoun, Rudgely Millwee—High Point
Callahan, Virginia L.—Asheville
Callicutt, Richard Douglas—High Point
Cameron, Marcus—Sanford

Cameron, William Stewart—Lillington
Campbell, Charles Clifford—Maiden
Campbell, Francis Earle—Hamlet
Campbell, Howard Turner—Maiden
Campbell, Rowe B.—Taylorsville
Campbell, Rowe Bogle, Jr.—Taylorsville
Canaday, Merwin S.—Four Oaks
Canaday, Ralph Clarence—Four Oaks
Cannon, Claude Claiborne—Durham
Capes, Kenneth Darrell—Mebane
Capps, Earl U.—Ahoskie
Carr, Robert Lee—Rose Hill
Carraway, Ernest L., Jr.—Windsor
Carrigan, James Frank—Salisbury
Carroll, William Wright, Sr.—Dunn
Carswell, A. Paul—Durham
Carter, Charles W.—Greenville
Carter, Donald Kermit—Raleigh
Carter, Leo Harrison—Asheboro
Carter, Ralph Edward, Jr.—Wilmington
Carter, Wade A.—Gastonia
Caruthers, Morrison Rankin—Burlington
Cash, James E.—Rutherfordton
Cassel, A. S.—North Wilkesboro
Caudill, Jane Bradford—Fuquay-Varina
Caudle, Virginia—Winston-Salem
Caviness, Edith Ann—Lillington
Cekada, Emil Lewis—Fort Defiance, Arizona
Chambers, Melvin A.—Chapel Hill
Chamblee, Fred Clifton—Durham
Champion, Herbert O.—Waynesville
Chandler, Peggy Black—Kannapolis
Chandley, Albert Brookshire—Asheville
Chapman, Donald Kenneth—Winston-Salem
Cherson, Arnold—Greensboro
Chester, Linda Templeton—Lenoir
Christensen, Carl Viggo—Charlotte
Chronister, David Lee—Hickory
Clapp, Ernest Bernard—Newton
Clark, Claude Baxter, Jr.—Williamston
Clark, Derl Clifton—Boonville
Clark, George Edward—Warsaw
Clark, Hugh Mercer—Goldsboro
Clarkin, John R., Jr.—Hamlet
Clay, Albert S.—Fuquay-Varina
Clay, James Baker—Oxford
Clayton, Albert Winfrey, Jr.—Durham
Claytor, David Dortch—Greensboro
Clelland, Alce W., Jr.—Fayetteville
Clinard, Betty Sparks—Charlotte
Cline, Frederick Herman—Charlotte
Clodfelter, Walter Allen, Jr.—Ahoskie
Cloninger, Gary Von—Gastonia
Clow, James Willis—Smithfield
Coats, Leonard Edward—Raleigh
COBB, CLARENCE HARPER—Durham
Cobb, James Louis—High Point
Cobb, Thomas Earl—Salisbury
Coble, George S.—Stanley
Cochrane, Arthur Linwood, Jr.—Jackson
Cocolas, George Harry—Chapel Hill
Cogdell, Henry Paul—Goldsboro
Cole, Alfred F., Jr.—Roxboro
Cole, Thomas R.—Sanford
Coleman, Robert Astor—Haw River
Coley, Walter Newton—Raeford
Colina, Gilbert—Charlotte
Collette, Roy Wilson—Mocksville
Collette, Roy Wilson, Jr.—Mocksville
Collins, Ben F., Jr.—Greensboro
Coln, William Gerald—Alexandria, Va.
Comstock, Samuel Evans—Belmont
Connell, James Paul Beardsley—Henderson
Connelly, Fred Allen—Arlington, Va.
Cook, Briggs Edward—Greensboro
COPELAND, ROBERT ROYAL—Ahoskie
Cornwell, Amos Halsted—Lincolnton
Cornwell, George Thomas—Morganton
Cover, Richard E.—Charlotte
Cowan, Leo B.—Sylva
Cowan, Marvin Russell—Greenville
Cowan, William L.—Forest City
Coward, Billy Thomas—Landis
Cox, Richard Larry—Sanford
Cox, Richard Lee—Raleigh
Cox, Robert Olin—Winston-Salem
Cox, Rupert—Dunn
Craft, Roy Edwin—Gastonia
Craig, Lyle Benjamin—Southern Pines
Craig, William Franklin—Charlotte
Crane, Roger Mahler—Raleigh
Cranford, Delbert Marvin—Asheboro
Crawford, Harvey Dinsmore—Black Mountain
Creech, James Leonard—Smithfield
Creech, Joseph Arnold, Jr.—Selma
Creech, Leonard Ralph—Oxford
Creech, W. Grover—Selma
CREECH, WILLIAM H.—Selma
Creekmore, Raymond L.—Riegelwood
Croft, Curtis D.—Belmont
Cromley, Robert I.—Raleigh
Cromley, Robert I., Jr.—Raleigh
Crosby, Everett Delano—Walterboro, S. C.
Crosby, Willard Lee—Drexel
Crouch, Phillip Francis—Asheville

Crowell, Charles Milton—Mooresville
Crumpler, Leonard H.—Raleigh
Crumpler, Wilbur Aubrey—New Bern
CRUTCHFIELD, THOMAS GARRETT—GREENSBORO
Culbertson, James Barber—Miami, Florida
Culbreth, Graham McKenzie—Southern Pines
Curtis, James Richard—Bessemer City

—D—

Dameron, Hubert Gordon—Tabor City
Daniel, Elbert Clifton—Zebulon
Daniels, H. Hallet—Ahoskie
Darden, Robert Jackman—Clinton
Darlington, James M.—Winston-Salem
Daughtry, Ben Philip—APO, New York, N. Y.
Daughtry, Ruffus Lynwood—Beaufort
Davis, Alan Harris—Winston-Salem
Davis, Arch Lyle—Statesville
Davis, Charles E., Jr.—Columbia, S. C.
Davis, Charles Mercier, Jr.—Winston-Salem
DAVIS, DAVID RAMSEY—Williamston
Davis, David Ramsey, Jr.—Williamston
Davis, George W., Jr.—Elizabeth City
Davis, James Brooks—Oakboro
Davis, Joseph Dameron—Pleasant Garden
Davis, Joseph Leon—High Point
Davis, Marvin Lee—Elm City
Davis, McDonald, Jr.—Smithfield
Davis, Thomas Peete—Yanceyville
Davis, Walter Irvin—Raleigh
Davis, William Edward—Reidsville
Dawson, John A., Jr.—Charlotte
Day, Harold Vann—Spruce Pine
Dayvault, Frank Wilson—Lenoir
Deadwyler, Charles Robert, Jr.—Salisbury
Deal, Harland Murlee—Lenoir
Dean, Fletcher Sims—Lumberton
Dean, John Arthur—Asheboro
Deaton, Charles Edward—Liberty
Deaton, James Floyd, Jr.—Liberty
Dees, Robert Register—Burgaw
DeLozier, T. Martin—Robbinsville
Dement, William Taylor—Oxford
Denny, Keith Earl—Pfafftown
Denson, Millard D.—Burlington
Dente, Michael Anthony—Charlotte
Dever, James Henry—Greensboro
Dever, Robert J.—Leaksville
Devereux, Jerry S.—Camp Lejeune
Dewar, Robert L.—LaGrange
Dillon, Henry Edwards—Elkin
Dimmick, Graham B., Jr.—Charlotte
Dingler, Kenneth—Shelby
Dixon, Charles Thomas—Winston-Salem
Dixon, Walter Reginald—Charlotte
Dockery, Wesley Prichard—Statesville
Doggett, W. Clark—Greensboro
Dollar, Aubrey Chester, Jr.—Winston-Salem
Dollar, Lelon Cary—Apex
Dowdy, David Astor—High Point
Dowdy, David Astor, Jr.—High Point
Dowdy, Donald Carlisle—Greensboro
Dowdy, J. Henry—High Point
Doyle, Lewis Benton, Jr.—Raleigh
Dudley, William Garland, Jr.—Reidsville
Duggins, Jack Steven—Asheboro
Duguid, Helen—Kinston
Dukes, Wyndham Stloe—Greensboro
Duncan, Neill Wyche—Maxton
Dunlap, Henry H., Jr.—Siler City
Dunlap, Ralph Harry—Winston-Salem
Dunn, Everette Matthews—Leaksville
DURHAM, CARL THOMAS—Chapel Hill
Dutton, Gene Raymond—Hickory
Duvall, Clyde Jefferson—Brevard

—E—

Eadie, Edward Blease—Charlotte
Eakle, Allan Fairfax—Mooresville
Eargle, Carol Clayton—Raleigh
Eason, Walter G.—Rocky Mount
Eckel, Fred M.—Chapel Hill
Edmonds, George Heston—Greensboro
Edmonds, Marion Myers—Greensboro
Edmondson, Edwin Wilson—Pollocksville
Edwards, James W.—Winston-Salem
Edwards, Kenneth—Stantonsburg
Edwards, Otho Crowell—Raleigh
Edwards, Robert Lee—Rutherfordton
Edwards, Robert Wesley, Jr.—Goldsboro
Edwards, Sherwood McDonald, Jr.—Ayden
Edwards, Snowdie McGroover—Ayden
Egbert, James M.—Greensboro
Eidam, Ben H., Jr.—Waynesville
Elkins, Johnny Warren—Fayetteville
Eller, Revis Radford—West Jefferson
Elliott, Augustus Green, Jr.—Fuquay-Varina
Elliott, Rebecca Harper—Greensboro
Elliott, William McBrayer, Jr.—Albemarle
Ellis, Edgar Russell—Raleigh
Ellison, Jerome M.—Winston-Salem
Elmore, Oscar Allen, Jr.—Raleigh

Erwin, Joe D.—Rockingham
Estes, Joseph Connie, Jr.—Reidsville
Etheridge, Thomas Jarvis—Bailey
Eubanks, James Norwood—Greensboro
Eutsler, Thomas Maxwell—Marion
Evans, Dallas Mason—Oxford
Evans, Floyd Herbert—Greensboro
Evans, James Edward—Marion
Evans, Lionel Cecil—Elizabethtown
Evans, William Bryant—McLeansville

—F—

Faircloth, Vernon L.—Charlotte
Fairley, Robert Brittain—Salisbury
Farr, William Ronald—Asheville
Farrar, Joseph Ernest—Greensboro
Farrior, William Sloan—Greensboro
Faulkner, Edward Garfield, Jr.—Monroe
Feagin, Eugene Lloyd, Jr.—Hendersonville
Feagin, Laurence Edward—Hendersonville
Fearing, Malcolm Keith, Jr.—Manteo
Ferguson, Clarence McDonald, Jr.—Siler City
Ferguson, Howard Quinn—Randleman
Ferguson, J. Frank, Jr.—Raleigh
Ferguson, Lewis M.—Taylorsville
Ferguson, Louis Edward—Winston-Salem
Fincher, Ellis Murphy—Tryon
Fisher, Clarence G.—Thomasville
Fisher, Lester Jerry—Statesville
Fitchett, Carl Evander, Sr.—Dunn
Fleming, Oliver G.—Ahoskie
Fleming, Robert Edward, Jr.—Rocky Mount
Fletcher, James Hugh—Valdese
Flood, Thomas V.—Rocky Mount
Floyd, Calvin Moore, Jr.—Roanoke Rapids
Flynn, Hubert Lanier—Winston-Salem
Fordham, Christopher C., Jr.—Greensboro
Forrest, Bedford Brosier—Hillsborough
Forrest, William G.—Gastonia
Forrester, Preston Reynolds—Concord
Foster, Robert William—Greensboro
Foster, William Lee—Mocksville
Fowler, Evelyn Blanchard—Salisbury
Fox, Howard Spencer—Winston-Salem
Fox, James Hamilton—Asheboro
Fox, Junius Claude, Jr.—Chapel Hill
Fraley, Thomas Maurice—Statesville
Franklin, Russell Edmund—Greensboro
Frazier, Joseph Clifford—High Point
Freeman, James Howard—Dublin
Freeman, Numa Franklin, Jr.—Henderson
Freeman, Pete Delon—Richmond, Va.
Friday, John Paul—Gastonia
Frostick, William Leach—Laurinburg
Fulbright, Keith Norman—Greensboro
Fuller, Edwin Rudolph—Salisbury
Fuller, William Hugh, Jr.—Greensboro
Fulton, James W.—Welcome
Furman, James—Boone
Futrell, Clyde Loraine—Cary

—G—

Gabriel, James Chandler—Troutman
Gaddy, Phil—Marshville
Gallogly, Eugene Francis—Clio, S. C.
Galloway, Adrian E.—Charlotte
Gammon, Hunter Oakley—Reidsville
Gardiner, Paul—Greensboro
Gardner, John T.—Mooresville
Gardner, Mattie Smith—Charlotte
Gardner, Windfield Scott—Burlington
Garrou, Elizabeth Ann Bills—Valdese
Gaylord, Jeremiah Thomas—Wyckoff, N. J.
Gebhardt, Margaret Clayton—Chapel Hill
Geer, Ronald Michael—Charlotte
George, Prentiss Legarr, Jr.—Winston-Salem
Gerlinger, John J.—Enfield
Gibson, Willie Stephen—Goldsboro
Gilbert, Lacy Earl, Jr.—Wagram
Gilbert, Loamie Mercer, Jr.—Maxton
Giles, Charles Nelson—Mooresville
Giles, Robert Troy—Candor
Gillespie, Charles B., Jr.—Burnsville
Gilliam, Alvis B., Jr.—Reidsville
Gilliam, Wade Axom—Winston-Salem
Gilmore, Lamar M.—Kannapolis
Gladden, Herbert Queen—Blowing Rock
GODWIN, CLYDE FILLMORE—Pine Level
Goforth, J. Philip—Asheville
Goldman, Ronald Morton—Winston-Salem
Gonzalez, Angel Hilarion—Greenville
Gooch, James Haywood—Greensboro
Good, Larry Buford—Mt. Airy
Goodrum, Cloyd Smith—Davidson
Goodwin, Samuel Stephen—Marshville
Gordon, Freda Hobowsky—Norfolk, Virginia
Gordon, Robert Lee—Cary
Gowan, Steve W.—Wallace
Grabs, Omnie Omily, Jr.—King
Graham, Carroll C.—Greensboro
Graham, Henry Neill—Charlotte
Graham, Leon Irvin—Wallace
Grandy, John I.—Charlotte
Grantham, James G.—Charlotte

Grantham, Reid Bridges—Red Springs
Graves, Sandra Gilbert—Archdale
Gray, John William, Jr.—Charlotte
Gray, Richard A.—Newport
Greene, Henry Wilson—Wilmington
Greene, James Paul—Boone
Greene, James Simpson—Lenoir
Greeson, Harvey Clifton—Sanford
Greeson, Joe David—High Point
Gregory, Robert L.—Mooresville
Gresham, John William—Wilson
Gretz, Margaret—Hendersonville
Greyer, Mary Alice Bennett—Bryson City
Griffin, Ellerbe Wilson, Jr.—Kings Mountain
Griffin, Sandy D., Jr.—Burlington
Griffin, William Cicero—Raleigh
Griffin, William Crane—Roanoke Rapids
Griffin, William Russell—Knightdale
Griggs, Willard Wilson, Jr.—Albemarle
Grimes, George David—Robersonville
Guion, Clayton Lloyd—Aberdeen
Guion, Howell Newton—Marshville
Gurley, William Burden—Windsor
Guthrie, Clarence Hudson—Beaufort

—H—

Habrat, Nancy Jane—Charlotte
Hackney, Eugene W.—Lumberton
Hackney, Sara Alice Jackson—Lumberton
Hager, George P.—Chapel Hill
Hagwood, Ray Gordon—Dobson
Hair, Robert Clifton—Pineville
Haithcock, Jimmy Reid—Mt. Gilead
Hall, Hayes Earl—Candler
Hall, Homer Glenn, Jr.—Asheboro
Hall, James Malcolm, Jr.—Wilmington
Hall, John Perry—Oxford
Hall, Robert Buckner—Mocksville
Hall, Sam Cannady—Oxford
Hall, Stacy Buckner—Mocksville
Hall, William Earl—Chapel Hill
Hambright, Joanne Bullard—Lumberton
Hames, Herbert J., Sr.—Kannapolis
Hankey, Lewis C.—Asheville
Hardee, A. Kirk, Jr.—Charlotte
Harden, Wilkins—Columbia, S. C.
Hardin, Kenneth P., Jr.—Forest City
Hardy, Charles Edward—LaGrange
Hardy, Rudolph—Concord
Hargett, Christopher Barker—Greenville
Hargis, Ronald L.—Burlington
Harman, John F., Jr.—Lexington
Harmon, William Sidney—Hertford
Harper, Jewel B.—Durham
Harper, R. Ragan, Jr.—Kings Mountain
Harper, Wendell James—Jacksonville
Harper, William Lacy—Hendersonville
Harrell, Ollie Cecil—Clemmons
Harrelson, William Howard—Tabor City
Harrington, Gerald Kelly—Wilmington
Harris, Anne H.—Greenville
Harris, George Wesley—Chapel Hill
Harris, Joseph Claxton—Durham
Harris, Joseph Claxton, Jr.—Durham
Harris, Larry C.—Cliffside
Harris, Lynda Cauble—Winston-Salem
Harris, William B.—High Point
Harrison, James William—Asheville
Harrison, John R.—Troy
Harrison, Robert Franklin—Draper
Harrison, Steven Vance—Winston-Salem
Hartis, Gilbert Clyde—Winston-Salem
Hartis, Gilbert Clyde, Jr.—Winston-Salem
Hartis, Margaret McCann—Winston-Salem
Harward, Ben Russell—Raleigh
Harwood, George Emsley—Charlotte
Hatley, Gilbert Max—Marshville
Hauss, Harry Lynn—China Grove
Hawkins, Clayburn Irvin—Madison
Hayes, Hugh Floyd—Mt. Airy
Hayes, Sara Burris—Mt. Airy
Heath, Raymond E.—Graham
Heath, R. Veston—Snow Hill
Heatherington, Terry W.—Bessemer City
Heaton, Pinckney H.—Wilmington
Hedgepeth, Morris Edwards—Henderson
HEDGPETH, ROMULAS AUGUSTUS—Lumberton
Hege, Gerald Dean—Whiteville
Hemingway, Clifford E.—Charlotte
Hemingway, Frank M.—Bethel
Henderson, G. E.—Shallotte
Hendrick, Arthur Boyd—Kannapolis
Hendrix, Jennings O'Neal—Canton
Henley, John Tannery—Hope Mills
Henriksen, Harold Eugene—Wilmington
Herrin, John Clegg—Henderson
Herring, Elbert N.—Myrtle Beach, S. C.
Herring, Rufus McPhail—Clinton
Hickman, Jack H.—Charlotte
Hickmon, James Ralph—Ahoskie
Hickmon, Leon Edward—Wilmington
Hickmon, Wilbur Leon—Wilmington
Hicks, Allen Milton—Pikeville
Hill, Christine Early—Durham
Hill, Dempsey Craig—Deep Run
Hill, Jonathan Adoneran—Charlotte

Himes, Charles Farris—Brevard
Hines, Robert Milton—Birmingham, Ala.
Hix, David T.—Gibsonville
Hobbs, Alden—Kinston
Hocutt, Delma Desmond—Henderson
Hoffman, E. N.—Lumberton
Hoffman, Walter Conrad—Guilford College
Hogan, Alexander Lacy—Kinston
Holland, Louis Lea—Hamlet
Holland, Nicholas Vedder—Chapel Hill
Holland, Robert Frank—Sea Level
Holland, Thomas M.—Mt. Holly
Holland, Willis Froneberger—Mt. Holly
Holleman, Curtis Edwin—Cary
Hollingsworth, J. Winston—Rocky Mount
Hollowell, Aubrey Ellis—Raleigh
Hollowell, William Clyde—Greenville
Hollowell, W. Herbert, Jr.—Edenton
Holt, Fred A.—North Wilkesboro
Holt, Maryellen Millaway—
Spartanburg, S. C.
Holt, W. Seymour—Boston, Massachusetts
Honeycutt, Bruce Willard—Franklinton
Honeycutt, George W.—Rockingham
Honeycutt, Herman Ross—Raleigh
Hood, India B.—Kinston
Hood, John Cogdell—Kinston
Hood, John C., Jr.—Kinston
Hood, John David—Morganton
Hood, Robert Lonn—Pink Hill
HOOD, THOMAS RUFFIN—Dunn
Hooper, Fred Lambert—Sylva
Horne, Henry Ruffin—Fayetteville
Horner, Lucille Earl—Charlotte
Horton, John Palmer, Jr.—Wilkesboro
Horton, William Donald—North Wilkesboro
HOUSE, JOSEPH—Beaufort
House, Joseph, Jr.—Grifton
Houser, William Henry—Cherryville
Howard, Julius F.—Wilmington
Howard, William McCarrell—Mocksville
Howe, Alfred Gregory—Petersburg, Va.
Howell, William Lawrence, Jr.—Raeford
Hoyle, Edgar D.—Cooleemee
Hoyle, Marion Hudson—Cooleemee
Hudson, Gus William—Whiteville
Hudson, Ray Truman—Gastonia
Huffstetler, Delvin Sylvanus—Raleigh
Huggins, Hubert Theodore, Jr.—Dallas
Hull, James Heyward, III—Shelby
Hunsucker, Evelyn Stutts—Gibson
Hunter, Charles Harris—Pearisburg, Va.
Hunter, Joseph Everett—Columbia, S. C.
Hurt, Jasper Alexander, Jr.—Morganton
Huss, Kelly William—Cherryville
Hutchins, James Alexander—Winston-Salem

—I—

Ingle, Calvin Eldridge—Asheville
Ingram, James Thomas—Roanoke Rapids
Inman, George Graham—Rockingham
Irwin, Dwayne Alton—Elkin
Irwin, Robert Louis—Elkin
Isaac, Douglas Woodrow—Mebane

—J—

Jackson, Jasper Carlton—Lumberton
Jackson, Leonidas—Erwin
Jackson, Payton Donald—Rocky Mount
Jackson, Robert Charles—Winston-Salem
Jackson, William Carlton—Lumberton
JAMES, ALBERT ALLISON—
Winston-Salem
James, Francis Duke—Hazelwood
James, William Allen—Belmont
Jamison, Mary Elizabeth—Charlotte
Jarman, Joseph—Jacksonville
Jarrett, Charles Leonard—Charlotte
Jenkins, Ingram, Jr.—Bisco
Jenkins, Paul Ronald—Murfreesboro
Jenkins, Sam—Walstonburg
Jenks, Keithan Blanchard—Graham
Jennings, Robert Neal—N. Wilkesboro
Jennings, Willie H.—Burlington
Johnson, Arthur Richardson—Winston-Salem
Johnson, Jerome Karl—Raleigh
Johnson, Mary Lou—Chapel Hill
Johnson, Rowland H.—Robbins
Johnson, Sidney B., Jr.—Carthage
Johnson, Troy Humphrey—Raleigh
Johnson, Walter P.—Kinston
Johnson, William Lewis, Jr.—Franklinton
Johnson, William Luther—Gibson
Johnson, Willis Ray, III—Jacksonville
Johnson, Woodrow Wilson—Fuquay-Varina
Johnston, Clyde Anthony—Littleton
Johnston, Mary Helen—Raleigh
Jones, Alpheus, Jr.—Warrenton
Jones, Arthur Raley, Jr.—Charlotte
Jones, Betty Jane—Asheville
Jones, Charles Flourney, Jr.—Oxford
Jones, David Edward—Beaufort
Jones, Don P.—Charlotte
Jones, George Haywood—Zebulon
Jones, John Lee, Jr.—Canton
Jones, Larry W.—Asheboro

Jones, Thomas Henry—Wilson
Jones, William Warren—Morganton
Jordan, William Merritt, Jr.—Marion
Josey, Charles William—Old Fort
Jowdy, Albert W., Jr.—Athens, Ga.
Joyce, Gladys Elizabeth—Kernersville

—K—

Kale, Robert Glenn—Durham
Kaufmann, William H.—Asheville
Keating, Thomas M.—Asheville
Keetsock, Ida N.—Durham
Keever, David Eugene—Lincolnton
Keever, Zeb Thomas, Jr.—Lincolnton
Keith, L. Wayne—Sanford
Kelley, Robert D., Jr.—Sylva
Kelly, Anne Marie—Fayetteville
Kelly, Hunter Liggett—Durham
Kelly, Marion N., Jr.—Albemarle
Kendrick, Melvin C.—Mayodan
Kennedy, John Buren, Jr.—
Perry Point, Maryland
Kennedy, John Lowry—Statesville
Kennedy, Larry Gene—Broadway
Kerr, Banks D.—Raleigh
Keziah, Walter Payne, Jr.—Lincolnton
Kiang, Tai-Yee—Raleigh
Kinard, Edward R., Jr.—Greensboro
King, Alfred Henderson—Durham
King, Glenn Alden—Hickory
King, James Arnold—Jacksonville
King, James Henry, Jr.—Lenoir
King, Johnny Harold—Greensboro
King, Roland Gabriel—New Bern
King, Winfred A.—Mt. Airy
Kirkman, Phebe McDonald—Winston-Salem
Kiser, Arthur George—Asheville
Kiser, Frank—Asheville
Kiser, James Clifford—Cramerton
Kiser, Ray Alexander—China Grove
Kiziah, Larry Cleveland—Hickory
Kluttz, John A.—Black Mountain
Knight, James Oliver—Rocky Mount
Knight, Richard A.—Pinehurst
Koonce, Samuel G.—Chadbourn
Koonts, Archie Alva—High Point
Koslow, Harold Edwin—Winston-Salem
Kritzer, Everett Loftus—Albemarle
Kue, Joe H. L.—Farmville

—L—

Lamar, W. L.—Denton
Lamm, Lewis Marion—Mt. Airy
Landers, Jack A.—Durham
Lane, Oveda Fisher—Charlotte
Lane, Robert L.—Whitsett
Langdon, F. Hampton—Greensboro
LANGDON, RALPH EDWARD—
Fayetteville
Langdon, Ross—Columbia, S. C.
Langston, Milton Beron, Jr.—New Bern
Lanier, Billy Worth—Erwin
Lanier, LeRoy, Jr.—Fayetteville
Lanning, Edward Ray, Jr.—Lexington
Larson, Verl Allen—High Point
Lasater, Walter Harold—Burlington
Lassiter, Lucious Melvin, Jr.—Kinston
Latta, Patsy Ruth Upchurch—Durham
Lawing, Kenneth Lee—Conover
Lawrence, Miriam Greene—Hickory
Laxton, Carroll Malcolm—Wilmington
Lazarus, Joseph—Sanford
Lazarus, Larry—Shelby
Leatherwood, Donald Ray—Waynesville
Leatherwood, Jerry Robert—Kinston
Leggett, Martha Victoria—Williamston
LeGette, John S.—Charlotte
Leigh, Henry A.—Waynesville
Lelliott, Richard James—Wooster, Ohio
Leonard, Holland Braudis, Jr.—High Point
Leonard, Thomas Donald—Charlotte
Lewis, L. Craig—Winston-Salem
Lewis, Robert L.—Charlotte
Lewis, William Clyon—Kannapolis
Lewis, Wilson Knowles—Mt. Olive
Libbus, Thomas Anthony—New Bern
Liles, Fred Blackstone, Jr.—Andrews
Lilly, Thomas T., Jr.—Beaufort
Lindsay, Bobby Clay—Salisbury
Link, Francis Philip—Reidsville
Little, James Harold—Oakboro
Lloyd, Allen Alexander—Hillsborough
Lloyd, Evelyn Pauline—Hillsborough
Lloyd, William L.—Garner
Lockamy, Albert Fulton, Jr.—Durham
Lockhart, Bernard Otis—Raleigh
Logan, Howard Marion—Shelby
Lombard, William Oly—Rockwell
London, Lawton W., Jr.—Kings Mountain
Long, William Ray—Hickory
Lore, Sara Fountain—Winston-Salem
Lovelace, W. M., Jr.—Hudson
Lowder, James Franklin—Winston-Salem
Lowder, John Henry—Marion
Lowder, Thomas M., Jr.—Greensboro
Lowry, Fred W.—Statesville
Lowry, Hughes D.—Pembroke

Lutz, Horace Cleveland—Hickory
Lutz, Howard Robert—Kings Mountain
Lynch, Ernestine Barber—Dunn
Lynch, Herman Wright—Dunn
Lynch, Thomas Franklin, III—Chapel Hill
Lynch, William F.—Hillsborough

—Mc—

McAdams, Jack Webster—Burlington
McAllister, Harmon Carlyle—Chapel Hill
McAllister, Larry Bikle—Graham
McBryde, James Archie, Jr.—Charlotte
McBryde, Richard Vincent—Fayetteville
McCaskill, Rodney Lynn—Asheboro
McCommons, Robert Joseph—Statesville
McCorkle, Mack Elmo—Burlington
McCoy, Larry Thomas, Jr.—
Virginia Beach, Va.
McCoy, Quint Hanes—Statesville
McCrackin, Furman Alexander—Wilmington
McCrimmon, Dan Grier—Pittsboro
McCurdy, Marion Boger—Greensboro
McDaniel, Paul L.—Wilmington
McDonald, Eugene James, Sr.—Reidsville
McDonald, Joanne Schell—Hickory
McDonald, William Russell III—Hickory
McDowell, Norfleet Owen, Jr.—
Scotland Neck
McDuffie, Roger Atkinson—Greensboro
McFalls, Charles D.—Madison
McFalls, Oliver Wendell—Greensboro
McFalls, Samuel Woodrow—Greensboro
McFarland, Thomas W.—Charlotte
McGee, James Conrad, Jr.—Asheville
McGugan, Vance G.—Mocksville
McKeithan, Herbert, Jr.—Laurinburg
McKenzie, C. B.—Winston-Salem
McKenzie, Gary Walker—High Point
McKittrick, Robert Lewis—Stony Point
McKnight, L. E., Jr.—Coats
McLarty, George Collins, Jr.—High Point
McLean, Alton Lee, Jr.—Fuquay-Varina
McLean, George Woodrow—Clinton
McLeod, Donald C.—Chapel Hill
McNeely, Jimmy L.—Charlotte
McNeill, John Albert—Whiteville
McNeill, John Parker—Norwood
McSwain, Jean Willard—Shelby

—M—

Mabry, Charles S.—Hamlet
Macon, Arthur Boise—Greensboro
Malion, Harold Edward—Fairmont
Mann, William Fleetwood, Jr.—Statesville
Markham, George Wilbur—Fayetteville
Marsh, William Luther—Shelby
Martin, Alfred Newman—Roanoke Rapids
Martin, John Wilford—Wilson
Martin, Robert C.—Miami Shores, Fla.
Martin, Robert Milus—Ahoskie
Martin, Roy J.—Chester, S. C.
Mason, James Carter—Franklin
Massengill, David Waugh—Bristol, Tenn.
Mast, William H.—Henderson
Matthews, Harry Leigh—Stoneville
Matthews, John Ivey—Raleigh
Matthews, Leonard Walter, III—Chapel Hill
Mauney, Harry McCombs—Murphy
Maurer, William Burland—Kannapolis
May, Emanuel, III—Burlington
May, Gerald Franklin—Washington
Mayberry, Herbert Clarence—
Winston-Salem
Meares, James Frederick—Wilson
Mebane, Alfred Holt, III—Greensboro
Medlin, Fred Wilson—Salisbury
Medlin, William David—Elizabeth City
Medlin, W. E.—Gastonia
Melvin, Marion Butler—Raleigh
Meroney, Carl P.—Columbus
Merritt, Lemuel James—Belmont
Merritt, Morris E.—Wilmington
Metts, Horace M.—Charlotte
Miles, Morton Clifton—Henderson
Millaway, Eugene Delano—Burlington
Miller, Archibald James—Hendersonville
Miller, Donald Joseph—Morganton
Miller, Joseph Claude—Boone
Miller, Joseph Larry—Statesville
Miller, Paul W.—Spencer
Miller, Robert Edward—Nags Head
Miller, Seth George—Lexington
Miller, William James—Statesville
Millican, Alexander Graham—Wilmington
Milliones, Peter T.—Charlotte
Mills, James Edward—Cherokee
Mills, John Craton—Mt. Airy
Mills, John E.—Mt. Airy
Mills, Oscar Walter—Spray
Mills, Roger Carlton—Lenoir
Milton, Robert H.—Salisbury
Mitchell, Clarence Eugene—Highlands
Mitchell, Henry Gaither—Burlington
Mitchell, John D.—Kannapolis
Mitchell, Russell Gray—Greensboro
Mitchell, Thomas Wayne—Cary

Mitchener, John Agrippa, Jr.—Edenton
Mitchener, Nancy Pike—Edenton
Mobley, Benjamin K.—Asheboro
Mock, Charles Henry—Boone
Moir, A. L.—Hickory
Montesanti, Joe, Jr.—Southern Pines
Montgomery, David Weatherspoon—Greensboro
Moore, A. Roy—Wilson
Moore, Horace W.—Lexington
Moore, Hugh Jackson—Greensboro
Moore, Jess Tracy—Durham
Moore, Milton Alvin—Tarboro
Moore, Milton Alvin, Jr.—Tarboro
Moore, Thomas B.—Salisbury
Moore, William David—Tarboro
Moose, Hoy Archibald—Mt. Pleasant
Moose, Walter Lee—Mt. Pleasant
Moose, William Whitaker—Mt. Pleasant
Morris, Alvin E., Jr.—Faith
Morris, Eugene M.—Brevard
Morris, Hewin V.—Waynesville
Morris, Stephen Carroll—Bayboro
Morris, William White—Bessemer City
Morrison, Brame P.—Wilson
Morse, Lamar Derany, Jr.—Raleigh
Morton, William A.—Wilmington
Moseley, Marina P. C.—Richmond, Va.
Moser, Jerry Francis—Asheboro
Moss, Fred Morris—Gastonia
Moss, Fred M., Jr.—Gastonia
Most, William R.—Canton, Penna.
Mosteller, William H.—Albemarle
Mueller, Reinhold Ernst—Walkertown
Munns, Robert Floyd—Lumberton
Murr, George Frank—Thomasville
Murray, Billy Roger—Raleigh
Murrell, Harry Thomas—Albemarle
Murrell, Harry Thomas, Jr.—Albemarle
Musgrove, William McKinley—Catawba
Musselwhite, Neill H. III—Chapel Hill
Myers, Leslie M.—Winston-Salem
Myhre, John Hudson—Garner

—N—

Nance, Bernie J.—Concord
Nance, John S., Jr—Matthews
Neal, Charles Lynwood—Elizabeth City
Neal, David Ellison—Kannapolis
Neal, Mary Frances Johnson—Kannapolis
Needham, Billy Wright—Mt. Airy
Neil, Joseph W.—Huntersville
Nemargut, Joseph—Wilmington
Neville, Augustus—Spring Hope
Newbern, Marshall Louis—Wilson
Newman, Maynard Simons—Greensboro
Newton, J. Cody—Fayetteville
Newton, J. Gary—Fayetteville
Nichols, Larry Wayne—Wilkesboro
Niles, Ed Lee—Marshall
Nixon, Amanda Horsley—Belmont
Norris, Charles Allen—Matthews
Northcott, William Warren—Winston-Salem

—O—

Oakley, Calvin Sneed—Mebane
Oakley, Curtis Hill—Roxboro
Oakley, James Ray—Washington
O'Briant, Gordon Lee, Jr.—Fayetteville
O'Daniel, James Sydney—Hickory
O'Daniel, James Sidney, Jr.—New Bern
O'Neal, Walton Prentiss—Belhaven
Orander, William Devaughn, Jr.—Charlotte
Osborne, Doris Hinshaw—Asheboro
Overton, Richard Buxton, Jr.—Raleigh
Owen, Fred R.—Tryon
Owen, James Melvin—Greensboro
Owenby, Paul, Jr.—Brevard
Owens, Thurman Quinton—Whiteville
Owens, Thurman Quinton, Jr.—Whiteville

—P—

Paderick, Hatherly C.—Kinston
Page, Cannon Foster—Raleigh
Page, Clarence Eugene, Jr.—Henderson
Page, Jane Welch—Washington
Palmer, Archibald Williams—Sanford
Paoloni, Claude U.—Greensboro
Pappas, Steve A.—Charlotte
Paramore, Rex A.—Nashville
Pare, Emily Adams—Kannapolis
Parker, Fred B.—Jacksonville
Parker, Walter Wellington, Jr.—Henderson
Parks, William Allen—Davidson
Parrish, Alton Sherwood—Newton Grove
Parrish, Leland Frederic—Rocky Mount
Patterson, Forrest Tribble—Alexandria, Va.
Patterson, James L.—Statesville
Patterson, William Earl—Greenville, S. C.
Patton, James B., Jr.—Canton
Patton, Judy Carolyn—Charlotte
Paul, William Larry—Gainesville, Fla.
Payne, Ellen Pike—College Park, Ga.
Pegram, Addie Bradshaw—Apex
Peile, James I., Jr.—Lenoir
Pelt, Adie Grey, Jr.—Goldsboro

Penland, James Thomas—Raleigh
Perkins, Joseph Charles—King
Perrow, Waller Stephen—Lynchburg, Va.
Perry, Margaret Booth—Apex
Peterson, Donald Vance—Siler City
Pharr, Jones Neil—Harrisburg
Phillips, Millard Brown—Albemarle
Phillips, William Penn—Morganton
Piantadosi, Claude—Chapel Hill
Pickard, Jefferson Franklin—Greensboro
Pickard, John Milton—Durham
Pigott, Daniel Shepard—Morehead City
Pike, Jesse M.—Concord
Pike, Joseph William, Jr.—Concord
Pinnix, Joseph Leak—Kernersville
Pittman, Billie E.—Valdese
Pittman, G. Rudolph—Smithfield
Plemmons, Charlotte Borders—Asheville
Polk, John Wayne—Wilmington
Ponder, William N.—Hendersonville
Poole, L. B.—Thomasville
Porter, Charles Davis—Concord
Powell, Edward Sholar—Oxford
Powell, Samuel Tate—Thomasville
Powell, William Dorsey—Fuquay-Varina
Powell, William P.—Mars Hill
Pressly, Charles Payson—Charlotte
Presson, Nancy Bullock—Plymouth
Prevo, James Miller—Asheboro
Price, Billy Lee—Conover
Price, Hubert Graham—Raleigh
Price, Jerry Douglas—Cary
Price, Samuel Howard—Mooresville
Price, Samuel Howard, Jr.—Mooresville
Price, Sanford Scott—Salemburg
Proctor, William Vinson—Charlotte
Propst, Gold Blanton—Morganton
Provo, Jean Bush—Raleigh
Puckett, W. Moorefield—Robbins
Pugh, Edward Stuart—Windsor
Pulliam, Homer F.—Winston-Salem
Purcell, Downey Carter—Charlotte
Purcell, D. Craig—Salisbury
Purser, Miles H.—Grifton
Putnam, Jessie Van—Bessemer City

—Q—

Quackenbush, Palmer David—New London

—R—

Rabb, Roy Patton II—Miami, Fla.
Rabil, Ernest John—Winston-Salem
Rachide, Albert Paul—Jacksonville
Ramsey, Margaret Patterson—Rockingham
Rancke, John McMillan—Lumberton
Randall, Danny Lee—Chapel Hill
Randall, William Hurley, Jr.—Lillington
Ranzenhofer, John Arthur—Greensboro
Raper, Francis Eugene—Goldsboro
Rauch, Robert K.—Mocksville
RAY, FREDERICK, JR.—Sanford
Reamer, I. Thomas—Durham
Reaves, Charles Adams—Asheboro
Reaves, Hallie Craven—Pinehurst
Reaves, Hallie Craven, Jr.—Southern Pines
Reaves, L. E., Jr.—Fayetteville
Reese, Joe Neal—Kannapolis
Reinhardt, Bruce Bastian—Belhaven
Rhodes, Daniel Edward—Morganton
Rhyne, Clyde Randy—Hickory
Rice, Harry Curtis—Charlotte
Rich, Harold C.—Garland
Rich, Radford Henry—Fayetteville
Rich, Renus Edgar, Jr.—Brevard
Richardson, Odell Kellie—Boone
Richardson, Vernon Herbert—Summerfield
Richardson, Wayne Robert—Boone
Rickard, Hearne F.—Kannapolis
Ridenhour, Davidson Giles—Mt. Gilead
Riggsbee, Edgar Lloyd—Chapel Hill
Ring, Clifton Adolphus, Jr.—High Point
Ring, Elizabeth Ann—Raleigh
Ring, Luther Branson—Tarpon Springs, Fla.
Ripoll, J.—Raleigh
Rives, Herbert Lisle—Bethel
Roberson, Culas—Draper
Roberson, Gary Ray—Spray
Roberts, Stephen Burgin—Black Mountain
Robertson, William N., Jr.—Laurinburg
Robinson, Carlton—Morehead City
Robinson, Derwood Paul—Oxford
Robinson, Harriett Agnes—Pinehurst
Robinson, Jean Farmer—Charlotte
Robinson, Thomas Ruffin, Jr.—Goldsboro
Roessler, George A., Jr.—Roanoke, Va.
Rogers, Hubert Newton, Jr.—Lumberton
ROGERS, RALPH PEELE—Durham
Rogers, Ralph Peele, Jr.—Durham
Rogers, William LeRoy—Benson
Rogers, William Ray—Hayesville
Rogers, William Wells—Shelby
Rollins, Ernest William—Winston-Salem
Rollins, Stuart Wingo—Pfafftown
Romine, Carol Wilson—Asheville
Rose, Willie C.—Goldsboro
Rose, Winfield P.—Greensboro

Ross, Robert M.—Bessemer City
Rosser, John H.—Charlotte
Rouse, Louis Livingston—Fayetteville
Royall, George Edwin, Jr.—Elkin
Roycroft, William Douglas—Shallotte
Rubin, Seymour P.—Newport
Runnion, Joseph David—Lenoir
Russell, G. Clark—Boone
Russell, Jesse Milton, Jr.—Canton
Russell, Joe Terrell—Waynesville
Russell, Lon D.—Greensboro
Russell, Ritchie A.—Winston-Salem
Russell, Thomas Wayne—Greensboro

—S—

Salley, William Moss, Jr.—Asheville
Salter, Roy L., Jr.—Burlington
Sanders, Charl H.—Granite Quarry
Sasser, John Marshall—Smithfield
Saunders, John Wesley—Wendell
Saunders, Walter K., Jr.—Burlington
Savage, Matthew Council—Roanoke Rapids
Savage, William McDonald—Roanoke Rapids
Scarboro, William Louis—Raleigh
Schaefer, Brownie Dickson—Fayetteville
Scharff, Robert Edgar—Enfield
Schlagel, Arthur P., Jr.—East Bend
Schofield, John Collier—Lexington
Scoggins, Joseph Edgar, Jr.—Augusta, Ga.
Scudder, Banks Humes—Raleigh
Seabock, Robert Lee—Wilmington
Seaborn, Robert H.—Raleigh
Seckler, Daniel A.—Fayetteville
Secrest, Vann V., Jr.—Monroe
Sehorn, Samuel Leroy—Winston-Salem
Selden, Joseph Stancell—Weldon
Sellers, Broughton—Asheboro
Semeniuk, Fred—Chapel Hill
Senter, Lloyd M.—Carrboro
Senter, Plennie Lloyd—Carrboro
Setzer, Evan S., Jr.—Glen Raven
Sewell, Evelyn Salter—Beaufort
Shaheen, William Maxwell—Blowing Rock
Sharp, Hal D.—Cornelius
Shaw, Willis Breedlove—Mt. Olive
Sheaffer, William O.—Asheville
Shearin, Robert Hunter—Greensboro
Sheets, James Paul—West Jefferson
Sheffield, Barnard Cleveland, Jr.—Warsaw
Shelley, B. E.—Spartanburg, S. C.
Shepherd, Dale M.—West Jefferson
Shepherd, Roy C., Jr.—Lexington
Sherard, Gene S.—Burlington
Sherard, John Frank, Sr.—Burlington
Sherrill, Fred Lee, Jr.—Conover
Sherwood, Norman W.—Lenoir
Shields, Clarence Louis—Jacksonville
Shigley, Henry Hall—Asheville
Shoemaker, William Preston—Leaksville
Shook, Eulon, Jr.—Hickory
Shore, Vollie A., Jr.—Durham
Shouse, W. Darle—Rural Hall
Shuford, Grady W.—Forest City
Sigmon, Russell Grady, Jr.—Conover
Sime, Myron Strother—Marion
Simmons, Foster Joel—Hickory
Simmons, Peggy Costner—Lincolnton
Simmons, William Alfred—Winston-Salem
Simpson, John Thomas, Jr.—Statesville
Simpson, Noah J.—Spindale
Simpson, Thomas Skinner—Winston-Salem
Sinclair, Allen—Albemarle
Sisk, Charles Jones—Asheville
Sisk, Robert Cecil—Asheville
Sisk, William T.—Asheville
Sitison, James Andrew, Jr.—Winston-Salem
Skakle, Sybil Austin—Chapel Hill
Slaughter, Thomas G.—Augusta, Ga.
Slayton, Mary Thomasine—
Silver Spring, Md.
Slesinger, Stanley S.—Charlotte
Sloan, William Lee—Chapel Hill
Sloop, Roger Hester—Rural Hall
Small, Ronald Hugh—Winston-Salem
Smith, Alfred Gene—Elizabethtown
Smith, Donald Judd—Statesville
Smith, Edward M.—Tuscaloosa, Ala.
Smith, Henry Edwin—Thomasville
Smith, James Ray—New Bern
Smith, John Hubert, Jr.—Fuquay-Varina
Smith, L. Wriston—Kannapolis
Smith, Oscar Wilbur—Pilot Mountain
Smith, Ralph Wright, Jr.—Charlotte
Smith, Robert Garland—Mt. Airy
Smith, Roger Austin—Raleigh
Smith, Roy Boyd, Jr.—Bakersville
SMITH, WILLIAM JULIUS—Chapel Hill
Smyre, Billy Mac—Newton
Snead, Linford Dunlap—Gastonia
Soler, Urbano—High Point
Solomon, A. Melvin—Charlotte
Southern, Joseph Carson—High Point
Sparks, James Ellis—Elizabeth City
Spencer, B. W., Jr.—Durham
Speranza, Charles F.—Winston-Salem
Spirko, Paul—Fontana Dam

Spittle, Roger Y.—Asheville
Sprinkle, Thomas Douglas—Wilkesboro
Stahl, Gerald M.—Durham
Stalvey, John C.—Knightdale
Stamey, Gary Martin—Asheville
STANBACK, THOMAS MELVILLE—Salisbury
Stanford, Joyce Nelson—Chapel Hill
Stanley, Verner E.—Charlotte
Steadman, Horace Dean, Jr.—Lenoir
Steele, George H., Jr.—Greensboro
Stevens, Charles L.—Benson
Stevens, Mac Watson—Roanoke, Virginia
Stevenson, John Thomas—Elizabeth City
Stevenson, Paul A.—Elizabeth City
Stevenson, Ralph S.—Kannapolis
Stewart, Jesse Southerland—Fremont
Stine, Charles R.—Charlotte
Stone, Benjamin Franklin—Elizabethtown
Stone, Harry Curtis, Jr.—Salisbury
Stone, Joe D.—Pilot Mountain
Stone, Wilbert L.—Franklinton
Stonestreet, Dewey Harding—Winston-Salem
Stoots, John K.—Troy
Stovall, Francis A.—Durham
Stowe, Harry Reid—Charlotte
Street, James Thomas—Roxboro
Stringfield, Billie Johnson—Hickory
Stroupe, L. S.—Lawndale
Sullivan, Harry Moseley—Waynesville
Summey, Purvey Burpee—Mt. Holly
Sutliff, David Edgar—Eustis, Fla.
Suttlemyre, Claude Philip—Hickory
Swan, William J.—Asheville
Swann, Edward Filmore, Jr.—Hickory

—T—

Talbert, George Robert—Winston-Salem
Tart, Paul Edwin—Kinston
Tate, Earl Henry—Lenoir
Tate, Roland Ellis—Shelby
Tate, Samuel B.—Asheville
Tate, Sherwood C.—Shelby
Tate, W. Stanford—Lexington
Taylor, Herbert Thomas—Goldsboro
Taylor, James G.—Conway
Taylor, James Robert—Crossnore
Taylor, LeRoy Boone—Conway
Taylor, Sue Sheek—Yadkinville
Taylor, William P.—Roanoke Rapids
Taylor, William West—Chapel Hill
Teague, James Ralph—Reidsville
Temple, Burwell, Jr.—Kinston
Temple, Herbert A.—Sanford
Tennant, Walter Douglas—Crossnore
Terman, Richard S.—Matthews
Terrell, John Arthur—Sanford
Thames, William Glenn—Fayetteville
Thomas, Henry Grady—Wilson
Thomas, James Seymour—Charlotte
Thomas, John Ivey—Dunn
Thomas, Larry Wilson—Dunn
THOMAS, PHILIP LANGSTON—Shallotte
Thompson, Charles Dale—Graham
Thompson, Dalma Adair—Salisbury
Thompson, Herman O.—Chapel Hill
Thompson, James L.—Reidsville
THOMPSON, PAUL HERMAN—Fairmont
Thorne, Samuel Thomas—Charlotte
Thornton, George Palmer—Goldsboro
Thornton, John W., Jr.—Wake Forest
Tilles, Irving—High Point
Tilley, John Everett—Jamestown
Timberlake, Claude Vernon, Jr.—Alexandria, Va.
Timberlake, Harry Wilson—Roanoke Rapids
Tinkler, Linda Routh—Lincolnton
Todd, William Hoyt—Aulander
Tollison, Robert B.—Wadesboro
Tomlinson, Leon C.—Fayetteville
Tomlinson, Luther Lamar—High Point
Toms, Elmo Reid—Wilmington
Townsend, James H.—Red Springs
Tripp, Guy Oscar—Wilmington
Tripp, Jim N.—Maxton
Tripp, Ronald Tucker—Wilson
Tromba, Charles B.—Hampton, Va.
Tunstall, Joe Peyton—Washington
Turner, Christopher C., Jr.—Scotland Neck
Turner, George Wilson—Wilmington
Turner, Joseph Kelly, Jr.—Weldon
Tyler, Jack Loyd—Greenville
Tyson, Jesse Williams—Greensboro
Tyson, Wendell Brown—Rocky Mount

—U—

Umstead, Oscar Logan—Durham
Underwood, Hamilton Polk, Jr.—Fayetteville
Underwood, Maurice Edward—Wilmington
Upchurch, Julian Emmett, Jr.—Durham
Upchurch, Malcolm Thurston—Smithfield
Upton, Jack Herndon—Greensboro
Usher, Harold Griffin—Burlington
Uzzell, Steve C. C.—Black Mountain

North Carolina Pharmaceutical Association

Code of Ethics

Pharmacy, one of the oldest professions dedicated to the physical well-being of mankind and closely associated with allied health professions throughout history in the creation and development of new media for use in humanity's struggle against disease, has as its primary obligation service to the physically and mentally ill. Through safeguarding the storing, handling, preparing and supplying to the public of drugs, drug accessories, and medical supplies Pharmacy proudly discharges this obligation

Pharmacists require special knowledge, skill, honor, and integrity hence their practice is restricted by legal statutes to those who by virtue of special education, experience and examination are qualified to be entrusted with the important service of compounding and dispensing medicine. The members of the North Carolina Pharmaceutical Association, acknowledging that pharmacists possess autonomy in their profession, subscribe to the following Code of Ethics

We shall accept the approved legal standards of the United States Pharmacopeia and the National Formulary and encourage the use of official drugs and preparations

We shall strive at all times to uphold the honor and to maintain the dignity of the profession, to improve the laws governing the practice of pharmacy and to seek the improvement of the administration of justice

We shall seek to attract to our profession only young people of good character good habits, and high intellect, and shall impart freely of our knowledge and experience as an aid in their instruction. The progress of medical sciences, the demands and the tempo of the time, require that those following the call of pharmacy be specially educated to the high standards essential to the proper performance of their service

We shall keep well informed on current literature and publications, abreast of the progress of our profession, and shall contribute our observations and studies to the betterment of our calling through a sincere devotion to the common good of pharmacy.

We shall exert every effort to be tolerant and to understand the problems of the other facets of allied health teams, but shall refrain at all times from encroachment upon their rights, honors, and qualifications. We shall be particularly vigilant in any area wherein we as individual seek personal and financial gain through such trespass. Our endeavor shall be to protect the professional reputation of the physician in so far as is in our power and we shall expect the same comity from them.

We shall create and foster an interest in the welfare of the people of our community through ardent zeal, active participation and contribution of our utmost learning and ability in community activities.

We shall advance the honor of the profession and the best interest of all pharmacists and properly safe-guard the public health, safety and welfare of the people when we render through living example evidence of exact compliance with the strictest principles of moral law as well as observance of laws, rules and regulations governing the practice of pharmacy

We deem that due courtesy, honorable treatment, correct professional and business practices shall mark our dealings with the medical professions, our brother pharmacists, and our patrons, so that our service and standing in society shall be compatible with our own self-respect. Therein shall we warrant a full measure of public esteem, confidence, and honor.

No Code or Ethics or set of rules can be framed which will encompass all the particular duties of the pharmacists in the varying phases of his professional and business life. Failure to enumerate specific activities should not be construed either as a diminution of their importance or a denial of their existence. Above all, a pharmacist shall find his greatest reward in a deserved reputation for fidelity to private trust and to public duty. We shall seek to be known as honest men, Christian neighbors, patriots and loyal citizens.

—V—

Vanderburg, William Lee—Burlington
Van Valkenburgh, William B.—Asheville
Viall, Wesley Russell, Jr.—Pinehurst
Vinson, Joe Battle—Zebulon

—W—

Wade, Clifton Elsworth—Colerain
Wagner, John Wesley—Charlotte
Walker, Archie Duval—Currie
Walker, Harry Wilbur—Norlina
Walker, Hubert Long—Greensboro
Walker, Leon Stokes—Denton
Walker, Paul M.—Newton
Walters, James Edward—Morven
Ward, Bernard Rudolph—Goldsboro
Ward, James Holden—Hendersonville
Ward, Joseph Willard—Jacksonville
Ward, Wilbur Sheperd—Swannanoa
Warren, Allene—Durham
Warren, Flynn Wilford, Jr.—Mt. Holly
Warren, J. C.—Benson
Warren, Larry Joe—Raleigh
Watson, Barry Vernon—Lenoir
Watson, Emory Milner—Leaksville
WATSON, ROBERT NEAL—Sanford
Watts, Jack G.—Burlington
Watts, Mitchell Wayne—Charlotte
Way, James Arthur, Jr.—Winston-Salem
Weatherly, William John, III—Nashville
Weathers, Donald Lawrence—Newton
Weaver, Mark Kaye—Carolina Beach
Webster, Willie Broox—Fairmont
Wegert, Richard John—Winter Haven, Fla.
Weir, John Calvin—Hendersonville
Welch, William Dorsey—Washington
Wells, Ann Hogue—Mocksville
Wells, Robert Rodney—Shelby
Wells, William Potter—Durham
West, June Bush—Raleigh
West, Waits Artemus—Roseboro
West, Wilbur Latham—Roseboro
Whaley, Hobart Glenn—Wilmington
Whaley, Lloyd Milton—Wallace
Wheeler, Claude Cameron, Jr.—Creedmoor
Wheeler, Cyrus Rankin—Oxford
White, James Stark—Mebane
White, John Richard—Raleigh
WHITE, LUTHER—Kinston
White, Paul Howell—Hickory
White, Ralph Lawrence—Troy
Whitehead, Charles Raymond—Ramseur
Whitehead, Jefferson Draughn—Enfield
Whitehead, Willis Lee—Siler City
Whitehurst, Paul Adams—Murfreesboro
Whitford, Bryan Henry—Rocky Mount
Whitley, Howard Emsley—Concord
Whitley, Jesse Rose—Hendersonville
Whitley, Wyatt Yelverton—Fremont
Wier, Jack Knight—Chapel Hill
Wiggins, Kenneth L.—Goldsboro
WIGGINS, WILLIAM WINSTON—Raleigh
Wilkes, Ernestine Baker—High Point
Wilkinson, John A.—Pfafftown
Williams, Archibald Hunter A.—Oxford
Williams, Barbara Hladik—Reidsville
Williams, Betsy Clark—Danville, Pa.
Williams, Bruce—Hendersonville
Williams, Charley Harold—Laurinburg
Williams, Earl Gaston—Gastonia
Williams, Franklin E.—Wilmington
Williams, Glenwood Lee—Fayetteville
Williams, James E.—Rockingham
Williams, Lawrence Lanier—Lexington
Williams, Martin H.—Lexington
Williams, William Alexander—Rocky Mount
Williford, E. H., Jr.—Kannapolis
Williford, Evelyn Doris—Raleigh
Williford, John Samuel—Pinetops
Williford, Thomas Alton—Newton Grove
Willoughby, Linda Latimer—Apex
Wilson, Claude Arthur—Monroe
Wilson, Harry W., Jr.—King
Wilson, John David—Morganton
Wilson, Joseph Helsebeck—Winston-Salem
Wilson, Robert Charles—Hendersonville
Wilson, William Hooper—Raleigh
Winfree, James Huntley—
San Antonio, Texas
Winstead, D. D., Jr.—Washington
Winter, Carlton O.—Jacksonville
Wolfe, Benjamin Houston—Burlington
Wolfe, Robert P.—Mount Airy
Wolfe, William Samuel—Mt. Airy
Womble, Jacqueline Ruth—Asheville
Womble, Logan Nyal—Plymouth
Wood, John Dee—Burlington
Wood, Robert Michael—Raeford
Woodard, Barney Paul—Princeton
Woodard, Carlyle—Princeton
Woodard, George F.—Charlotte
Woodard, James William—Goldsboro
Woodson, Joseph Thomas, Jr.—
Woodbury, Tenn.
Woody, Robert Rickman—Burlington

Woolard, Edward Watson—Henderson
Wooten, Ruth Aycock—Raleigh
Wray, William J.—Charleston, W. Va.
Wyatt, Blanche Bullock—Wilson
Wyke, Martha Ann—Raleigh

—Y—

Yandle, Howard Avant—Durham
Yarborough, Frank Flowers—Raleigh
Yost, Thomas Marion—Albemarle
Young, Thomas F.—Leicester
Youngblood, Thomas Watson—Raleigh

—Z—

Zachary, James Neville—Sylva
Zuckerman, Isaac L.—Greensboro

HONORARY MEMBERS

Bowman, Frederick O.—Chapel Hill
Graham, Frank Porter—New York City
Holton, Charles W.—Essex Falls, N. J.
Jones, Rowland, Jr.—Washington, D. C.
Noble, Alice—Chapel Hill

ASSOCIATE MEMBERS

Adams, James C.—Landis
Almand, Charles Aubrey—Rocky Mount
Anderson, William A.—High Point
Angel, T. W., Jr.—Franklin
Barbour, Thelbert Alonzo—Burlington
Black, Baxter F., Jr.—Kannapolis
Brown, Samuel James—Gastonia
Bryan, J. E.—Lumberton
Cahill, Edgar Leon—Winston-Salem
Chandler, James Thomas—Leaksville
Correll, Leslie James—Kannapolis
Creech, Joseph A.—Selma
Elks, Chester A.—Scotland Neck
Faulkner, Edward G.—Monroe
Gamble, Joe Paul, Jr.—Monroe
Garland, Robert G.—High Point
Gwin, Charles Eugene—Salisbury
Hedrick, Hoyt Carlynn—Kannapolis
Hickman, Sam G.—Statesville
Jenkins, Edmund Thomas—Winston-Salem
Ketchum, W. L.—Jacksonville
Lovingood, Jack B.—Hendersonville
McGhee, Joseph T.—High Point
McGill, J. L.—Kings Mountain
McLarty, George—High Point
McNeill, W. C.—Whiteville
Matthews, George David, Sr.—Stoneville
Matthews, Johnnie Lee—Rocky Mount
Niven, Howard Archibald—Charlotte
Overton, John Tyler—Southern Pines
Pinner, Beaman L.—Asheville
Pinnix, John Marshall, Jr.—Kernersville
Reeves, Elmer J.—Charlotte
Richardson, Joseph Phillips—Winston-Salem
Riddle, Steve W.—Burlington
Royal, J. Weldon—Denton
Royall, George E.—Elkin
Rumfelt, Jack Norman—Belmont
Russell, Rufus C.—Greensboro
Secrest, Vann V.—Monroe
Suttle, Julius Albert, Jr.—Shelby
Taylor, Charles Alexander—Mount Holly
Treadwell, John E.—Raleigh
Upchurch, John O.—Salisbury
Wharton, Charles A.—Gibsonville

WOMAN'S AUXILIARY

OFFICERS 1967-1968

President.....Mrs. W. G. Forrest, 3327 Deerwood Drive, Gastonia 28052
1st Vice-President.....Mrs. Don Chapman, 2601 Weymoth Road, Winston-Salem 27103
2nd Vice-President.....Mrs. George P. Hager, 339 Burlage Circle, Chapel Hill 27514
Secretary.....Mrs. William P. Wells, 2205 Wilson Street, Durham 27705
Treasurer.....Mrs. Larry Kennedy, Box 335, Broadway 27505
Historian.....Mrs. Jack Watts, 2426 Briarwood Drive, Burlington 27215
Parliamentarian.....Mrs. Robert Brunson, Route 6, Spruce Drive, Salisbury 28144
Advisor.....Mrs. Charles D. Blanton, Jr., 403 Phifer Road, Kings Mountain 28086
Advisor.....Mrs. James L. Creech, 107 Meadowbrook Drive, Smithfield 27577

COMMITTEES

Nominating:

Mrs. George Markham, Chairman
Mrs. Philip Crouch
Mrs. John T. Stevenson

Resolutions:

Mrs. Grover Creech, Chairman
Mrs. Banks Kerr
Mrs. Jesse Putnam

Hospitality:

Mrs. G. P. Hager, Chairman
Mrs. James L. Creech
Mrs. William H. Houser
Mrs. Truman Hudson

Publicity:

Mrs. Jack Alexander, Chairman
Mrs. Keith Fearing
Mrs. James Harrison
Mrs.. D. W. Montgomery

Ways and Means:

Mrs. John Friday, Chairman
Mrs. Charles Blanton, Jr.
Mrs. Rush Hamrick
Mrs. Hoy Moose

Membership:

Mrs. Don Chapman, Chairman
Mrs. Hubert Coffee
Mrs. O. O. Grabs
Mrs. Robert Hall

Doings:

Mrs. George Cocolas, Chairman
Mrs. Fred Eckel
Mrs. Ralph Rogers, Jr.

Liaison:

Mrs. Jack Alexander, Morganton
Mrs. Billy T. Allen, New Bern
Mrs. Larry Baber, Hendersonville
Mrs. Charles Blanton, Kings Mountain
Mrs. W. T. Boone, Ahoskie
Mrs. C. McLane Brooks, Monroe
Mrs. R. S. Bunn, Elizabeth City
Mrs. B. M. Burrus, Canton
Mrs. Rowe Campbell, Taylorsville
Mrs. Hubert Coffee, Thomasville
Mrs. Bill Dunn, High Point
Mrs. Kenneth Edwards, Stantonsburg
Mrs. James Egbert, Greensboro
Mrs. A. G. Elliott, Fuquay-Varina
Mrs. W. F. Elmore, Wilmington
Mrs. Henry Ferrell, Raleigh
Mrs. Lester Fisher, Salisbury
Mrs. J. S. Greene, Lenoir
Mrs. C. B. Hargett, Greenville
Mrs. I. E. Helms, North Wilkesboro
Mrs. W. H. Hollowell, Edenton
Mrs. John C. Hood, Kinston
Mrs. W. H. Houser, Cherryville
Mrs. Larry Kennedy, Broadway
Mrs. Sam G. Koonce, Chadbourn
Mrs. James O. Knight, Rocky Mount
Mrs. E. J. McDonald, Reidsville
Mrs. J. E. Mills, Mt. Airy
Mrs. Ben K. Mobley, Asheboro
Mrs. Whitaker Moose, Mt. Pleasant
Mrs. Eugene Morris, Brevard
Mrs. H. V. Morris, Waynesville
Mrs. Harry Murrell, Jr., Albemarle
Mrs. Billie E. Pittman, Valdese
Mrs. Jesse Putnam, Bessemer City

40TH ANNUAL BUSINESS SESSION
WOMAN'S AUXILIARY N. C. PHARMACEUTICAL ASSOCIATION
MAY 9, 1967

MRS. JAMES L. CREECH
President 1956-67

The Woman's Auxiliary of the N. C. Pharmaceutical Association held its fortieth annual business meeting May 9, 1967 at the Robert E. Lee Hotel, Winston-Salem, with the president, Mrs. James L. Creech, presiding.

Following the Invocation by Mrs. C. D. Blanton, Jr., wife of the president of the N. C. Pharmaceutical Association, the Welcome was brought by Mrs. Jack Powell, president of the Winston-Salem Apothecary Club.

At the request of Mrs. Creech, the Assembly rose in silent prayer as a tribute to Mrs. E. W. O'Hanlon of Winston-Salem and Mrs. E. R. Anderson of High Point, who had passed away during the year.

The President appointed two committees: One Minutes—Mrs. Haywood Jones, Mrs. Banks Kerr, and Mrs. Cade Brooks; Auditing of the Treasurer's Report—Mrs. C. C. Wheeler, Mrs. Zack Lyon, Mrs. W. H. Randall. These committees were asked to meet at the Institute of Pharmacy, Chapel Hill the latter part of June.

Mrs. James L. Creech

Mrs. William P. Wells, Treasurer, reported a balance in the treasury of $2,292.75. She explained that her report was incomplete since convention receipts had not been totaled, but the full report would be submitted to the audit committee.

REPORT OF THE EXECUTIVE BOARD

Mrs. W. H. Houser, Secretary, reported for the Executive Board. She stated that the group had met four times during the year with the president, Mrs. Creech, conducting the sessions. Actions taken by the Board at these meetings included:

(Continued on page 69)

LIAISON COMMITTEE

(Continued from page 67)

Mrs. Carlton Robinson, Morehead City
Mrs. Hubert Rogers, Lumberton
Mrs. W. C. Rose, Goldsboro
Mrs. Edwin Royall, Elkin
Mrs. G. C. Russell, Boone
Mrs. Charl Sanders, Granite Quarry
Mrs. W. P. Shoemaker, Leakesville
Mrs. J. A. Sitison, Jr., Winston-Salem
Mrs. Don Skakle, Chapel Hill
Mrs. T. E. Smart, Hamlet
Mrs. C. H. Smith, Charlotte
Mrs. Hunter Smith, Fayetteville
Mrs. B. W. Spencer, Jr., Durham
Mrs. Roger Spittle, Asheville
Mrs. Charles Stevens, Benson
Mrs. Claude Suttlemyre, Hickory
Mrs. Sherwood Tate, Shelby
Mrs. Carl Taylor, Chapel Hill
Mrs. H. W. Timberlake, Roanoke Rapids
Mrs. W. R. Viall, Sr., Pinehurst
Mrs. Paul Walker, Conover
Mrs. J. W. Ward, Jacksonville
Mrs. Jack Watts, Burlington
Mrs. W. D. Welch, Washington
Mrs. Latham West, Roseboro
Mrs. E. W. Woolard, Henderson

- Approval of the project "Pharmacy Auxiliary Originals," the proceeds to be used for refurbishing the Institute of Pharmacy.
- Presentation—at the 1966 Convocation—of the first Lucile Swaringen Rogers Scholarship of $300 to Mrs. June Richardson Peddycord.
- Plans to honor the wives of the Faculty of the School of Pharmacy at a coffee hour preceding the business session of the 1967 convention.
- Approved awarding to Mrs. W. J. Smith the title of "Auxiliary Coordinator" and presentation of an honorarium of $250.
- $100 allocated to Consolidated Pharmacy Loan Fund.
- $250 allotted to the Lucile Swaringen Rogers Scholarship Fund.
- $50 to the School of Pharmacy.
- $50 to the Institute of Pharmacy.
- $50 to the Pharmacy Student Wives.
- $10 to the Hugh Mercer Apothecary Shop, Fredericksburg, Va.
- $15 to the N. C. Council of Women's Organizations.

From the surplus which had accumulated over a period of years in the Treasury, $1,000 was transferred to the Reserve Fund on deposit at the Orange Savings & Loan Association of Chapel Hill.

Other action included: Appointment of a committee to revise the Officers' Handbooks; A committee to bring the Auxiliary History up to date, with this committee to serve for a five or six year period; Appropriation of $250 for convention expenses; Set the convention registration fee at $5; Recommended that an annual honorarium be given to Mrs. W. J. Smith; Recommended that the Auxiliary Board investigate the possibility of establishing scholarships for wives of Pharmacy students for furthering their education while at Chapel Hill; Suggested that steps be taken to raise the membership dues from $2 to $3.

REPORT OF THE "SPECIAL NAME" COMMITTEE

Mrs. Charles D. Blanton, Jr.

"We have among us one who bears many titles. She is, as most of us know, a wife and mother. Not too long ago she became a mother-in-law, and is hoping to be called grandmother some day. You and I know her primarily by the titles of hostess, chauffeur, tour guide, interior decorator, liaison officer, cook, advisor, secretary assistant, and one whom we call friend. For over twenty-five years this woman has had so many titles that she has been nameless. From the time her husband assumed his position, she has been working with the North Carolina Pharmaceutical Association, the Woman's Auxiliary, the TMA, the School of Pharmacy, and the Wives of Students. To Mrs. W. J. Smith, we now extend the title of Co-Ordinator, a title which covers her many talents and duties."

STANDING COMMITTEE REPORTS

Membership Committee—Mrs. W. Latham West, Chairman

Mrs. West reported that at convention time there were 492 paid memberships, including 84 new members. With the 8 life members, this makes a total of 500. She reported convention registrations of 158.

Hospitality Committee—Mrs. Billy T. Allen, Chairman

Mrs. Allen reported that she had sent 55 cards and notes to Auxiliary members or their families in cases of bereavement, illness, weddings, births, congratulations.

Historian—Mrs. Larry Kennedy

Mrs. Kennedy called attention to the official Woman's Auxiliary scrapbook which was on display on the mezzanine of the Robert E. Lee Hotel.

Resolutions—Mrs. Robert Milton, Chairman

Mrs. Hoy Moose presented the report in the absence of the chairman. Resolutions of appreciation were read and unanimously accepted.

Publicity—Mrs. Robert B. Hall, Chairman

Mrs. Hall reported that in the Fall, publicity was sent to newspapers concerning the Convocation to be held in Chapel Hill. She expressed pride that the booklet "Let's Make A Hat" received national attention through the American Druggist Magazine and by being featured at the American Pharmaceutical Association convention in Las Vegas. She also reported

that pre-convention publicity in the form of news releases was circulated to state papers.

Doings—Mrs. George Cocolas, Chairman and Editor

Mrs. Cocolas reported that a newsletter which included the pamphlet "Let's Make A Hat" was mailed to the membership in August of 1966; in April of 1967 an issue of "Doings" was distributed to the membership, to local auxiliary presidents and to national leaders. A number of copies were taken to the APhA Convention in Las Vegas.

Ways and Means—Mrs. Grover Creech, Chairman

"Almost twelve months ago, through the brainwork of our very capable president, Pharmacy Auxiliary Originals was born. Soon after it was approved by our Executive Board, it was introduced at our Fall Workshop in Chapel Hill with your chairman dressed up in Grandma's 'Sunday-go-to-meeting' clothes. At that time we reminisced of the schedule of Grandma's day and how it differed from the tempo of our modern homemaker's life. . . . Our grandmothers would be very proud of the quality of handwork we have displayed at our convention sale, and I am sure our granddaughters will cherish some of the creativity within our Pharmacy Family. I am so happy we are helping to preserve these arts.

"As a result of your busy hands, I am happy to report that hundreds of originals have been contributed for our sale and we have approximately $1,000 to add to our Institute of Pharmacy Redecorating and Refurbishing Fund."

Nominating—Mrs. John T. Stevenson, Chairman

Mrs. Stevenson, reporting for the Nominating Committee, submitted the following slate of officers, to serve for the year 1967-68, which was unanimously accepted by the assembly: President, Mrs. W. C. Forrest, Gastonia; First Vice-President, Mrs. Don Chapman, Winston-Salem; Second Vice-President, Mrs. George P. Hager, Chapel Hill; Secretary, Mrs. William P. Wells, Durham; Treasurer, Mrs. Larry Kennedy, Broadway; Historian, Mrs. Jack Watts, Burlington; Parliamentarian, Mrs. Robert Brunson, Salisbury. Mrs. Charles Blanton, Jr. of Kings Mountain and Mrs. James L. Creech of Smithfield will serve as Advisors.

Special Committee—Mrs. George Markham, Chairman

In the absence of the chairman, Mrs. Eugene Hackney, Parliamentarian and committee member, reported that the Officers' Handbooks had been brought up-to-date and were ready for distribution to the new officers.

NEW BUSINESS

When the late Mrs. Ralph Rogers, Sr. completed the History of the Auxiliary in 1964, she recommended that the history be brought up-to-date every five or six years, rather than ten. Mrs. Creech announced the appointment of Mrs. John T. Stevenson to serve as a committee of one to write the Auxiliary History from 1964 through 1970.

The president introduced Mrs. Larry Baber as President of the new local auxiliary which had just been organized in Hendersonville.

Mrs. W. Latham West, First Vice-President, took the chair during the presentation of the President's Report.

THE PRESIDENT'S REPORT

Mrs. James L. Creech

I'm sure your hearts too, have swelled with pride as we have listened to the excellent reports of the Executive Board members and the Standing Committee chairman.

As we recall the varied activities and accomplishments created by our more than 500 Auxiliary members during the year 1966-67, let us think in terms of "*Progress—Past and Future—Through Creativity.*"

After all, an Auxiliary such as ours develops through productive, creative minds. "No one will ever tell you that you are great, but you will know in your heart that the thing you do is. Dream your dreams of the past, build your air castles for the future."

Someone has said, "We can't all aspire to become a Raphael or Jonas Salk, a Winston Churchill or an Adlai Stevenson, a Dag Hammerskjold, a Jane Adams of Hull House, or a Madame Curie of medical fame; and leave to the world some classical, in-

delible mark which will inspire, embellish, and elevate centuries later, other minds to scale great heights and overcome great obstacles, but each of us can demonstrate to those with whom we associate or communicate that each is endowed with a great potential for alleviating suffering, eradicating strife, eliminating poverty and ignorance, and bringing the effects of creativity to make for universal good will and harmony among peoples of the earth. I believe there lies within the composition of each of us, whether dormant or kindled, a spark of creativity.''

Your sparks have reminded me of the Milky Way—there are too many to count.

It has been my cherished privilege and sobering responsibility to serve as your president. I have experienced the strength of this Auxiliary as never before. Your hopes and aspirations, your successes and achievements—yes, and your sorrows and anxieties, have all become very much a part of my life. Since I have experienced these things so deeply, and since I feel so strongly that we are all personally involved in the *Progress-Past* and *Future-Through Creativity*, this report represents all of us and those who have gone before us.

As we take a retrospective look at this year, we are reminded that none of the accomplishments reported herein have been achieved by one person. Many have contributed to the work. My gratefulness cannot be expressed in words. I hope you know and feel it.

As your letters of good wishes arrived soon after Convention and as my family and hometown friends phoned or wrote me words of encouragement, the task before me took on added interest, and I buckled down to making Committee appointments. Never before have kind words meant so much!

PRESIDENT'S DIARY

A consultation with Vivian in late June at the Institute when the rose gardens were in full bloom—and some slides of our daughter, Mary, are a permanent record.

July 26th: To Chapel Hill: Can you imagine the thrill of presiding at your first board meeting with *every* member present?

July 27th: Concord bound with my traveling companion and friend, Tucker Lyon, a former Mt. Pleasant teacher and a friend of Polly Moose. True Southern hospitality was ours for the day in the attractive home of Mrs. Jesse Pike. Lovely portraits of their daughter left no one guessing she was a lover of horses.

We exclaimed so over the delicious food, they packed some extras for a homeward snack. Advice to future presidents: Never wear a white dress on such a trip, even if you do want to look cool on a hot summer's day,—unless your're sure that when you discover giant spots of grease on your skirt, you are parked at a service station across from Dun-Rite Laundry and Cleaners in Albemarle! The receptionist there whisked me back to the head cleaner and five minutes later, my dress white as new, we were on our way to the Cabarrus County Auxiliary with the words, ''You don't owe us a thing,'' still ringing in my ears.

Their enthusiasm in Concord was contagious and as plans unfolded I became prouder by the minute to be a part of the Auxiliary. Results of their progress are evidenced in our various funds, in the ''Pharmacy Originals,'' and in many outstanding programs.

Attending the ''Pharmacist-of-the-Year'' banquet in Roanoke Rapids for Alfred Nortin gave my husband, Jimmy, and me a deeper pride in the profession of pharmacy.

Dean Hager and President Blanton were featured speakers at our Fall Convocation in October, bringing us up to date on the progress of the School of Pharmacy and the North Carolina Pharmaceutical Association. A skit titled, ''Let's Make a Hat,'' was delightfully presented to more than 70 members from all over the state.

Mrs. Grover Creech, Ways and Means chairman, introduced our project for the year. Dressed in a costume of our grandmothers' era, she put the show, ''Pharmacy Auxiliary Originals,'' on the road.

Projects are said to ''call forth the creation of something that did not exist.'' Whether projects are tangible or intangible, they provide the warp and woof of our Auxiliary.

Food, Fun and Fellowship were served in generous portions when Dean and Mrs. Hager entertained the new faculty mem-

bers and students at the Institute of Pharmacy on Sunday night, October 16th.

The following night, my sister Sarah, and I were guests of the Gaston County Auxiliary at the home of Mrs. Fred Moss, Sr. in Gastonia. Never had we seen more beautiful yellow roses or such giant yellow mums. A huge mortar-and-pestle, souvenir of a New England vacation, added "pharmacy" atmosphere to the "master" living room.

Each year the Gaston Auxiliary and Drug Club give a Scholarship to a deserving Gaston County student. Toys, books, and games were given to the Morganton Center; "originals" were created; donations made to our Auxiliary funds; 500 hours pledged to community service. What progress!

From Gastonia to Asheville the next morning in time for the luncheon meeting of the Western North Carolina Club Auxiliary, despite a continuous downpour of rain that reminded us of Noah's flood. Nina Bryan, hostess, and Sandra Crouch, president, of Convention 1966 fame, apologized for the weather, but the mountains in their October dress were beautiful even in the rain, and I assure you there was nothing damp about the spirits of the Auxiliary members as we feasted on Mrs. Lloyd Jarrett's chicken mayonnaise and other delicious dishes prepared by the women and served in the Bryan's picturesque home overlooking a crystal lake.

Plans were outlined for a rummage sale and mysterious coat hanger sale. Generous donations have been made to our Loan Funds and Institute and a donation made toward a Paddy Chair for retarded children. "Originals" unlimited, such as an oil painting, crafts, and even a hat, are results of their creativity.

The skies cleared before we arrived at Salisbury's beautiful Country Club for the Rowan-Davie Auxiliary buffet luncheon the next day. Their shrimp creole was a delight! Their theme for the year was "Culture" and it was woven into each program by Elaine Fuller. Dues take care of their donations to our State Auxiliary Funds. This group was invited to a luncheon by the Medical Auxiliary along with wives of dentists and lawyers. There was a special program—you guessed it—Hat Designing. With originals such as an oil landscape, a kitchen sampler, linen tablecloth, and beautiful enamel pieces; wouldn't you brag too, if you were their president? Lynn Brunson did.

As early as November 3rd the Winston-Salem Apothecary Club was already making extensive plans for this Convention. In the attractive basement family room of a former Smithfield girl, Shelby Sitison, an enthusiastic group planned "originals" they would make, such as candles, crafts and needlework. Later they added beautiful paper flowers. A Christmas diner and Bazaar with husbands, a Bridge Benefit with resulting contributions to the School of Pharmacy and the Scholarship Fund were part of their activities.

I would need to call on IBM to give us the total manhours and dollars spent for baby-sitters, which have gone into this Convention. To Mary Ann Powell, local Auxiliary president; to Linda and Jimmy Way, our first husband and wife co-chairmen Convention team; and to every member of the Winston-Salem Convention Committee—we are grateful for being treated so royally.

Back to Winston-Salem we went in late November for a pre-Convention planning session with the Smiths, the Blantons, the Ways and Creeches.

Our Christmas spirits were really heightened when Becky, another sister this time, accompanied me to Thomasville and to the Christmas Open House for the High Point Auxiliary and guests from nearby towns.

A most unusual and complete collection of mortars-and-pestles and apothecary jars reminded me of slides that may be borrowed from the Hugh Mercer Apothecary Shop in Fredericksburg, Virginia.

We were sorry to hear that Mrs. Anderson, a charter member, was killed in a car accident about three weeks ago. She had presided so graciously at the punch bowl on that gala occasion. The Auxiliary has made contributions to the Scholarship Fund and is assisting in organizing an Auxiliary in Asheboro.

A spring day in January and the Raleigh Woman's Drug Auxiliary greeted Ruby Creech and me at the Carolina Country Club. Plans were being brewed for a Bridge Benefit and a Dinner Dance. Gifts to the library of the School of Pharmacy, the Institute,

and the Loan Fund were possible through these projects. Christmasy "johnny" seats are among the originals created by these members. Dot Kerr, President, wrote me, "Although I have been involved in Pharmacy life for a number of years, I have felt closer to it this year than ever before."

Another spring day, January 26th, and to Holiday Inn in Greensboro for a delightful luncheon meeting with the Greensboro Drug Club Auxiliary. Four of their six past state Auxiliary presidents were present and each added charm to this occasion. There seems to be no end to the progress being made across our state and Greensboro has contributed much by providing sundry kits for forgotten patients at Umstead Hospital; awarding of a local scholarship; plus making contributions to the Institute and School of Pharmacy. One member sold Christmas cards and contributed the proceeds to the treasury.

Dean and Mrs. Hager were guests at a dinner dance which the Greensboro Drug Club co-sponsored. Proceeds from a "bake sale" and "auction" supplemented their dues.

Mid-February and lovely Blair House was the setting for a luncheon meeting of the Mortar-and-Pestle Club of Durham and the Chapel Hill Auxiliary. My mother enjoyed for the first time what I had been trying to tell her, about the joys of Auxiliary work. My special thanks go to my mother and sister Becky, who displayed *their* creativity in adding to my wardrobe.

The Chapel Hill Auxiliary with Erie Cocolas at the helm, gives volunteer service to N. C. Memorial Hospital one night each month. They made and filled bags for Gravely Sanatorium patients at Christmas and donated two copies of the "Profession of Pharmacy" to their library. Proceeds from the Benefit Bridge will go to the Scholarship Fund. Originals with a big exclamation point, too! They made all kinds of needlework, including a white afghan.

The Mortar and Pestle Club of Durham, with Margaret Kelly as president, joined the Chapel Hill Auxiliary for a second program. This time they were guests of Mrs. R. L. Fowler, Jr. of Chapel Hill, designer of fabulous doll houses. If you want a real treat, arrange to see these doll houses on your next trip to Chapel Hill.

A highlight of the year was the presentation of the first Lucile Swaringen Rogers Scholarship to Mrs. June Richardson Peddycord, presented at the Fall Convocation by Mr. Ralph Rogers, Sr., husband of the late Mrs. Rogers for whom the scholarship was named. The fund now stands a $8,470.98. Miss Diane Stanton was presented the Vivian Spradlin Smith Scholarship at an earlier date.

Wrapping cancer bandages was one of the most important services rendered by the Auxiliary—but have you seen the sheath created by a member from fabric with a mortar-and-pestle design?

Next to Fayetteville with husband Jimmy, who spoke to the Men's group, while I shared slides of the Fall Convocation with the Cape Fear Auxiliary, after we had met jointly for a roast beef dinner. Lib Markham really deserves an "Oscar" for her performance in the "Let's Make a Hat" skit. Pat Thames, president, has used the gavel wisely. Donations to the Loan Fund and Scholarship Fund come from dues in the Cape Fear Auxiliary. Volunteer work with the T.B. Association in Cumberland County, and interesting gifts for the Convention sale have kept these girls busy.

"Happy Birthday" to the Burke County Auxiliary—one year old this month! Although small in number they have had excellent programs and fellowship. Six copies of the "Profession of Pharmacy" have been placed in their high school libraries. With a dedicated president like Nan Alexander, we'll be hearing more good things from Burke County in the future.

A Board Meeting at the Institute in February—with the lobby transformed into a Valentine fantasy. A luncheon with the board of the Pharmaceutical Association, served by Mrs. Smith, assisted by Mrs. Hager, was good *and* pretty.

Back to Winston in April for a final Pre-Convention session with all committee chairmen. And here at this Convention, we are enjoying their labors of love.

In addition to putting husbands through school, Pharmacy wives find time for Auxiliary fun and work too, such as making delightful Easter favors for the children at Memorial Hospital, Chapel Hill, out of empty egg shells; attending a lecture by Dean

Hager on the subject, "Professional Opportunities Open to Pharmacists"; and a Christmas Party at the Hagers home. Mary Setzer, president, has kept her members interested and active through mimeographed letters of Auxiliary activities.

To Charlotte, our Queen City, I shall go on May 16th to install their new officers in the lovely garden of Uldene Potter. A brunch will climax the festivities. Can you conceive of a Bridge Benefit with 41 tables in the morning and 46 at night, a total of 448 bridge players, and the Auxilary members making all the prizes? The Woman's Auxiliary of the Charlotte Druggists Association did just that, in addition to a Christmas Bazaar, donating to the Empty Stocking Fund; sending gift wrapped packages to the Florence Crittenden Home at Christmas; and observing Zip Code Week. From their own Scholarship Fund they awarded a scholarship to a pharmacy student and contributed to the Institute and the Consolidated Loan Fund and toward book fees for a scholarship winner. They also made a generous contribution to the library fund of the University of North Carolina at Charlotte.

The progress made by our local Auxiliaries has been tremendous, as has that of the members-at-large. Whether it was the creation of a beautiful quilt by our projects chairman and her sister-in-law, or making place mats, as did our Fall Convocation Devotional Leader, or serving on a committee so that our work would not falter, or typing the President's many reports as did a Smithfield member of the Liason Committee, or the hours another Smithfield girl spent arranging and rearranging Originals at the Convention—we appreciate your many contributions.

To my non-pharmacy friends and other members of my family, who gave generously of their talents by creating Originals, such as a tote bag, bootees, yard stick holder, aprons, place mats and money for me to purchase Originals for them, plus a bag for me to carry my program materials in: for these and more I am grateful!

You have heard our progress of the past. Now look with me for a moment into the crystal ball.

Do you see a series of meetings for wives of UNC pharmacy students on orientation to campus living, and a series on community life with emphasis on being a professional wife?

Do you see many sick children at Memorial Hospital in Chapel Hill in need of a cuddly toy?

Do you see the need to continue our support of Loan Funds and Scholarship Grants and pharmacy recruitment programs?

Do you see the need to support the Pharmaceutical Association and the Institute of Pharmacy?

If so, then may we dedicate ourselves, to creating a greater Auxiliary, insofar as our resources and imaginations will permit.

After recognizing the members of the Winston-Salem Apothecary Club, host group for the convention, the Pages were introduced: Mrs. Shelby Sitison, Mrs. Kay Smith, Mrs. June Smith, Mrs. Wilma Wilkinson, Mrs. Margaret O'Neil.

A prize drawing closed the morning business session, with adjournment to the Forsyth Country Club, where the business was concluded following the luncheon given by Sealtest.

LUNCHEON-BUSINESS SESSION

Mrs. J. M. Darlington, Winston-Salem, a past-president of the Woman's Auxiliary presented the invocation. Mrs. Leon Kimball, wife of the district manager of Sealtest Foods, welcomed the guests. A response was made by Mrs. Clarence E. Page, Jr. of Henderson.

Past-presidents of the state auxiliary and presidents of local auxiliaries were recognized.

The Installation of officers was conducted by Mrs. Leslie Myers in an impressive ceremony.

Mrs. Creech was presented the past-president's pin by Mrs. W. G. Forrest, incoming president. Mrs. Forrest was, in turn presented with the traveling president's pin and gavel.

Following entertainment by the Presbyterian Home Band of High Point, the 1967 session was adjourned.

TRAVELING MEN'S AUXILIARY

of

N. C. PHARMACEUTICAL ASSOCIATION

OFFICERS

President	Hugh Sconyers, 1523 Coventry Road, Charlotte 28211
Vice-President	W. H. Worley, Jr., 45-31st Ave., N.W., Hickory 28601
Secretary-Treasurer	J. Floyd Goodrich, 2121 W. Club Blvd., Durham, 27705
Assistant Secretary-Treasurer	Charles H. Smith, P. O. Box 1001, Charlotte 28201

LIFE MEMBERS

J. E. Allen, 2116 Matheson Avenue, Charlotte, 28205
J. W. Bennick, 1748 Maryland Avenue, Charlotte, 28209
Luke Blackmer, 2116 Brookwood Road, Charlotte, 28211
Raymond Brockwell, 2803 Exeter Circle, Raleigh, 27608
G. G. Buchanan, 106 East Avondale Drive, Greensboro, 27403
F. Garland Coble, 901 Fairmont Street, Greensboro, 27401
A. G. Cox, 2513 Club Blvd., Durham, 27705
Allen R. Cross, Apt. 606, Pembroke Towers, Norfolk, Va.
J. M. Darlington, 2232 Westover Drive, Winston-Salem 27103
W. R. Dixon, 1405 East Blvd., Charlotte, 28203
W. O. Ezell, P. O. Box 1596, Spartanburg, S. C. 29301
H. J. Farnsworth, 1100 Arden Place, Greensboro, 27403
G. E. Garst, 3717 Frasier Road, Greensboro, 27407
J. Floyd Goodrich, 2121 Club Blvd., Durham 27705
D. Frank Hayes, Powhatan Apts., W. Market Street, Greensboro, 27401
W. L. Johnson, Oakhurst Farms, Gibson, 28343
Earle Jones, 2607 Lockmoor Drive, Raleigh, 27608
W. B. Lyon, 417 Crestland Avenue, Greensboro, 27401
F. T. Matthews, 611 Myers Lane, Greensboro, 27408
J. C. Mitchell, Pet Dairy Products Co., Burlington, 27215
M. G. Morris, 315 Isabelle, Greensboro, 27401
N. B. Moury, 7620 Lake Marsha Drive, Orlando, Fla. 32805
W. P. Rogers, 236 Country Club Road, Asheville, 28804
F. A. Stovall, 2210 Pershing Street, Durham, 27705
Herbert Taylor, 113 Grace Street, Williamston, 27892
O. C. Trogden, 1406 Cardinal Place, Greensboro, 27408
Phil Van Every, Lance, Inc., P. O. Box 2389, Charlotte, 28201
T. B. Waugh, Rt. #1, Box 88-A, Climax, 27233
Joe Wear, Box 217, Wickliffe, Ky. 42087
F. J. Williams, 1302 Broad Street, Durham, 27705
S. S. Woodall, 277 Briarcliffe Acres, Myrtle Beach, S. C. 29577
J. C. Woodard, 602 Sunset Drive, High Point, 27262

1967-1968 ROSTER, TRAVELING MEN'S AUXILIARY OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Those in attendance at the 1967 Convention in Winston-Salem are indebted to the following TMA members who furnished the Tuesday evening entertainment.

1967-1968 MEMBERSHIP ROSTER

Abbott Laboratories, R. Vance Eller, 1817 Dublin Drive, Greensboro 27408
Abbott Laboratories, Eugene B. Ross, 36 Chiles Ave., Asheville 28803
American Druggist Ins. Co., B. F. Aycock, 1832 E. Independence Blvd., Charlotte
American Druggist Ins. Co., Neal H. Davis, 378 Houston St., N. E., Concord 28025
American Druggist Ins. Co., Ralph P. Mullinax, Jr., P. O. Box 165, Kannapolis
American Druggist Ins. Co., Kennedy H. Sharpe, P. O. Box 165, Kannapolis 28081
American Greetings Corp., L. A. Simmons, 2604 Westmoreland Dr., Greensboro 27408
Ascher, B. F. & Co., Inc., Carl Lewis, Box 236, Kenly 27542
B. C. Remedy Co., H. M. Adams, Route #7, Rock Spring Dr., Winston-Salem 27105
B. C. Remedy Co., L. P. Bullock, Jr., 503 S. Woodland Dr., Wilson 27893
B. C. Remedy Co., W. T. Hamlin, Box 8851 Forest Hills Sta., Durham 27702
B. C. Remedy Co., Dewey S. Mims, 1026 Westwood Drive, Durham, N. C. 27707
B. C. Remedy Co., W. W. Morton, 915 Monmouth Ave., Durham, N. C. 27701
B. C. Remedy Co., R. F. Norton, Box 119, Carolina Beach, 28428
B. C. Remedy Co., W. W. Wall, Box 521, Hickory 28601
Bandy Laboratories, Inc., F. E. Dooley, 2411 Hawthorne Dr., N. E. Atlanta, Ga. 30329
Barry Martin Pharmaceuticals, Joe A. Catanese, 2420 Roswell Ave., Charlotte
Becton, Dickinson & Co., R. E. Watts, 7217 Mapleridge Dr., Charlotte 28210
Bellamy Drug Co., J. D. Colwell, 4932 Pine St., Wilmington 28401
Bellamy Drug Co., W. F. Elmore, 3808 Oleander Dr., Wilmington 28401
Bellamy Drug Co., George Waddell, P. O. Box 16, Fair Bluff 28439
Bennett-Lewallen Co., Cecil K. Henderson, c/o Co., Winston-Salem 27102
Bristol Laboratories, Howard A. Wynne, Jr., 5413 Emerson Drive, Raleigh 27609
Bristol-Myers Products, Clinton Div., F. F. Potter, 1227 Wendover Rd., Charlotte 28211
Brockway Glass Co., F. L. Cherry, c/o Company, Brockway, Pa. 15824
Brockway Glass Co., J. D. Floyd, 3506 Buford Hwy., K7, Atlanta, Ga., 30319
Brockway Glass Co., C. W. Fulkerson, 4037 E. Independence Blvd., Charlotte 28205
Brockway Glass Co., Rolfe Mahaffey, 4037 E. Independence Blvd., Charlotte 28205
Brockway Glass Co., J. Lowell Smithey, 701 Green Glen Dr., DuBois, Pa. 15801
Carter-Colton Cigar Co., J. F. Funderburke, 1335 Morningside Dr., Charlotte 28205
Chattem Drug Co., Jack E. Parham, 4226 Arbutus Dr., Raleigh 27609
Chemay Corp., Richard Long, 2508 Shadylawn Dr., Greensboro 27408
Ciba Pharmaceutical Co., L. A. Coleman, 819 Ashwyn Dr., Charlotte 28211
Ciba Pharmaceutical Co., R. W. Mitchell, 2424 Alpine Road, Durham 27707
Ciba Pharmaceutical Co., Charles G. Perry, 506 Peach St., Kannapolis 28081
Clairol, Inc., Bob Franklin, 206 Clinton Ave., Clover, S. C. 29710
Clairol, Inc., David E. Hannon, 1602 Longfellow St., Greensboro
Coca-Cola Co., W. D. Garrison, 4010 Sedgewood Lane, Greensboro 27407
Coca-Cola Co., Charles E. Price, 1436 E. Independence Blvd., Charlotte 28205

Coca-Cola Co., J. F. Reynolds, 3814 K Country Club, Winston-Salem
Colorcraft of Charlotte, Inc., Ray Black, 7109 Wrentree Dr., Charlotte 28210
Colorcraft of The Piedmont, W. D. Smith, 330 Pineview Dr., Kernersville 27284
Colorcraft of Charlotte, C. R. Smith, 2513 Distribution St., Charlotte 28201
Colorcraft Corporation, Nelson Strawbridge P. O. Box 249, Durham 27702
Davol Rubber Co., John Alexander, 4790 Brinkley Lane, N. E., Atlanta, Ga. 30305
Davol Rubber Co., W. L. Smith, 69 Point St., Providence, R. I. 02901
Dennison Mfg. Co., E. P. Rose, 414 Fenton Place, Charlotte 28207
Dome Chemicals, Inc., Bob Sherrill, 2620 McClintock Rd., Charlotte 28205
Drug Package Co., C. H. Smith, Box 1001, Charlotte 28201
Eaton Paper Corp., H. R. Williams, 3121 Northampton Dr., Charlotte 28210
Eisele & Co., Inc., David McNeill, Box 177, Rowland 28383
Endo Products, Inc., E. C. Brown, 21 Chateau Place, Asheville 28805
Endo Products, Inc., H. H. Matthews, 3200 Coleridge Dr., Raleigh 27609
Fincolor Photo Finishers, Inc., D. M. Etheridge, P. O. Box 17005, Raleigh 27609
Fine Products Co., Inc., Woody Roberts, Box 902, Augusta, Ga. 30903
Flint Laboratories, M. T. O'Donnell, 614 Blendwood Drive, Charlotte, N. C. 28205
Galeski Photo Center, Inc., E. K. Blevins, c/o Co., Box 658, Richmond, Va. 23205
Geer Drug Co., The, J. W. Brown, Jr., 18 N. Oak Forest Dr., Asheville 28803
Geer Drug Co., The, W. Henry Davis, Box 124, Arden 28704
Geer Drug Co., The, J. F. Duncan, 510 Fernwood Dr., Spartanburg, S. C. 29302
Geer Drug Co., The, Frank O. Ezell, 894 Greenville Hwy., Spartanburg, S. C. 29301
Geer Drug Co., The, Carlisle Fridy, Jr., 3820 Sheridan Drive, Charlotte 28205
Geer Drug Co., The, D. A. Geer, P. O. Box 5527, Spartanburg, S. C. 29301
Geer Drug Co., The, James W. Hart, P. O. Box 1214, Hickory 28601
Geer Drug Co., The, R. Glenn Holt, 319 Amherst Drive, Spartanburg, S. C. 29301
Geer Drug Co., The, Charles Trippe, 203 Midway Dr., Spartanburg, S. C. 29301
Geer Drug Co., The, R. C. Yarbrough, 461 Oakdale Rd., Charlotte 28214
General Electric Co. (Photo Lamp Dept.), W. B. Sorrells, P. O. Box 2144, Charlotte 28201
Gilpin, H. B. Co., Charlie Daughtridge, 300 W. 12th St., Washington
Gilpin H. B. Co., Maxwell Kelly, 304 Caren Drive, Virginia Beach, Va. 23452
Glover, H. Clay Inc., Irving Standiford, 2817 Sherwood St., Greensboro 27403
Harper Associates, Floyd I. Harper, Jr., Box 4091, Columbia, S. C. 29204
Harper Associates, Vern Rubel, P. O. Box 1625, Hickory 28601
Helene Curtis, Inc., Waddell Solomon, Rt. 10, Box 977A, Greensboro
Holland-Rantos Co., Inc., E. M. Johnson, Jr., 2729 Toxeys Dr., Raleigh 27609
Hollingsworth Candies, Sam Maguire, 3020 Bransford Rd., Augusta, Ga.
Hollingsworth Candies, Hugh K. Seonyers, 1523 Coventry Rd., Charlotte 28211
Huston, Tom Peanut Company, A. D. Brown, 728 Baldwin Dr., Sumter, S. C. 29150
Hynes Sales Co., Bryce W. Griffith, 1135-A Commercial Ave., Charlotte 28205
Johnson & Johnson, C. G. Barber, 7527 Monroe Road, Charlotte 28212
Johnson & Johnson, F. H. Fanjoy, 4412 Lambeth Drive, Raleigh 27609
Justice Drug Company, W. H. Andrews, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, D. L. Bowden, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, W. P. Brewer, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, R. G. Carroll, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, Gil Davis, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, L. R. Davis, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, Stephen Forrest, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, J. C. Knight, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, B. H. Peoples, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, J. M. Waugh, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, J. B. Weaver, c/o Co., P. O. Box 22025, Greensboro 27420

Justice Drug Company, R. G. Wells, c/o Co., P. O. Box 22025, Greensboro 27420
Justice Drug Company, R. F. Whiteley, c/o Co., P. O. Box 22025, Greensboro 27420
Kendall Drug Co., J. W. Canipe, River Bend Acres, Shelby 28150
Kendall Drug Co., Raymond Canipe, 416 Leander St., Shelby 28150
Kendall Drug Co., J. P. Grice, c/o Co., Shelby 28150
Kendall Drug Co., C. Rush Hamrick, Jr., Box 39, Shelby 28150
Kendall Drug Co., Gordon G. Hamrick, c/o Co., Shelby 28150
Kendall Drug Co., Sherrill Watts, Rt. #1, Ellenboro 28040
King Photo Supply Co., William M. Craven, 1710 Park Drive, Raleigh 27605
King-Seeley Thermos Co., G. A. Tyson, 1912 Edgewater Dr., Starmount, Charlotte 28210
King, W. H. Drug Co., R. L. Alphin, 337 Buncombe St., Raleigh 27609
King, W. H. Drug Co., Phil L. Brewer, 2337 Grant Ave., Raleigh 27608
King, W. H. Drug Co., Frank J. Butler, 3020 Eton Road, Raleigh 27608
King, W. H. Drug Co., A. F. Cannady, 112 Grannon Ave., Zebulon 27597
King, W. H. Drug Co., C. R. Daniel, c/o Company, Raleigh 27602
King, W. H. Drug Co., O. G. Duke, 106 Holly Lane, Morehead City 28557
King, W. H. Drug Co., Jesse Evans, 109 Tucker Street, Whiteville 28472
King, W. H. Drug Co., D. J. Finch, 405 W. Gannon Ave., Zebulon 27597
King, W. H. Drug Co., C. L. Kimball, 320 Northview Dr., Fayetteville 28303
King, W. H. Drug Co., Charles Manning, R-2 Runyon Hill, Washington 27889
King, W. H. Drug Co., H. H. Montgomery c/o Co., Raleigh 27602
King, W. H. Drug Co., J. M. Moore, 2315 Byrd St., Raleigh 27608
King, W. H. Drug Co., Charles Puryear, 1300 Ivey Lane, Raleigh 27609
King, W. H. Drug Co., Tom Sanders, c/o Co., Raleigh 27602
King, W. H. Drug Co., D. V. Scarlett, Rt. #1, Box 505, Clinton 28328
King, W. H. Drug Co., H. C. Starling, c/o Co., Raleigh 27602
King, W. H. Drug Co., J. T. Yeargan, 2909 Boone Trail, Raleigh 27610
Kremers-Urban Co., S. M. Wehbie, 513 Banks Ave., Raleigh 27604
Lance, Inc., C. P. Helms, Jr., 3512 Oates St., Raleigh 27604
Lance, Inc., Sam A. Robinson, Box 4528, Charlotte 28204
Lederle Laboratories, James A. McNamara, 6601 Folger Dr., Charlotte 28211
Lemmon Pharmacal Co., F. L. Bethel, Jr., 1303 Davis St., Jacksonville 28540
Lilly, Eli & Co., L. M. McCombs, Box #7, Creedmoor 27522
Lilly, Eli & Co., D. F. McGowan, Old Mill Rd., Greenwood, Chapel Hill 27514
Lilly, Eli & Co., Jack G. Watts, 2426 Briarwood Dr., Burlington 27215
Long Meadow Farms, R. R. Davenport, P. O. Box 8797, Durham 27707
Long Meadow Farms, Ernest Schughardt, c/o Co., Durham 27707
McCourt Label Co., Inc., C. P. Berry, P. O. Box 306, Charlotte 28201
McKesson & Robbins, Inc., W. A. Addison, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Robert Bedwell, P. O. Box 5066, Winston-Salem 27103
McKesson & Robbins, Inc., Roland Blythe, Box 1022, Asheboro 28201
McKesson & Robbins, Inc., Pete Gustafson, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Charles W. Haigler, P. O. Box 2675, Charlotte 28201
McKesson & Robbins, Inc., P. S. Hawfield, Rt. #1, Pineville 28134
McKesson & Robbins, Inc., W. B. Hawfield, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Vernon Hearn, Box 1684, Hickory 28601
McKesson & Robbins, Inc., Ted Johnson, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., P. W. Kendall, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Joel E. McConnell, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Bobby McDaniel, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Milton Martin, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., J. Auddy Parker, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Reuben C. Russell, P. O. Box 2175, Charlotte 28201

McKesson & Robbins, Inc., Tobie K. Steele, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., W. A. Stephenson, P. O. Box 2175, Charlotte 28201
McKesson & Robbins, Inc., Roland Thomas, P. O. Box 2175, Charlotte 28201
Magnus, Mabee & Reynard, Inc., E. C. Johnson, Rt. #1, Box 253N, Sandston, Va. 23150
Mallinckrodt Pharmaceuticals, E. P. Hammond, P. O. Box 9161, Charlotte 28205
Mallinckrodt Pharmaceuticals, C. M. Lancaster, 532 Barksdale Dr., Raleigh 27604
Mallinckrodt Pharmaceuticals, R. L. White, 5622 Preston Lane, Charlotte 28211
Massengill, S. E. Co., J. H. Morris, Jr., 902 Stoney Hill Rd., Redwood City, California 94061
Menly & James, Donn L. Simon, 3417 Allendale Dr., Raleigh 27604
Merck, Sharp & Dohme Co., Joe G. Blake, 1217 Edgedale Drive, Salisbury 28144
Merck, Sharp & Dohme Co., W. P. Farthing, 2040 Coniston Pl., Charlotte 28207
Merck, Sharp & Dohme Co., I. A. McDaniel, 1200 Leon St., Durham, N. C. 27705
Merck, Sharp & Dohme Co., Dan W. Miller, 2611 Bennington Rd., Fayetteville 28303
Merck, Sharp & Dohme Co., Jimmie A. Sherrill, 517 Westview St., Lenoir 28645
Merck, Sharp & Dohme Co., W. E. Sutton, P. O. Box 1353, Wilmington 28402
Merrell, Wm. S. Co., Forrest Matthews, Jr., 2509 Kenmore Dr., Raleigh 27608
Miles Laboratories, Inc., C. Harold Daniels, 211 W. Knox St., Durham 27702
Minnesota Mining & Mfg. Co., Harold L. Robbins, 607 W. Cornwall Rd., Cary 27511
National Hygienic Prod., A. C. Stewart, Box 484, Smithfield 27577
Norris, Garland C., Co., Osborne S. Lucas, 2536 York Rd., Raleigh 27608
N. C. Mutual Whlse. Drug, G. D. Andrews, 138 Chateau Rd., Durham 27704
N. C. Mutual Whlse. Drug, T. H. Mangum, 3503 Eastis Dr., Durham 27705
N. C. Mutual Whlse. Drug, W. V. O'Quinn, Rt. 3, King Charles St., Durham 27707
N. C. Mutual Whlse. Drug, Ralph P. Rogers, Jr., 1513 Sycamore St., Durham 27707
N. C. Mutual Whlse. Drug, T. S. Williams, P. O. Box 186, Apex 27502
Norwich Pharmacal Co., J. E. North, 308 Shephard St., Raleigh 27607
Nunnally's Candies, R. B. Moore, 727 Georgia Ave., Statesville 28677
O'Hanlon-Watson Drug Co., T. C. Clark, Box 614, Winston-Salem 27103
O'Hanlon-Watson Drug Co., J. M. Darlington, 2232 Westover Dr., Winston-Salem 27103
O'Hanlon-Watson Drug Co., E. D. Evans, 927 Lockland Ave., Winston-Salem 27103
O'Hanlon-Watson Drug Co., H. L. Lancaster, 311 Gray Court Apts., Winston-Salem
O'Hanlon-Watson Drug Co., L. P. Miller, c/o Co., Winston-Salem 27102
Owens-Illinois Glass Co., R. L. Cooper, 333 Charlottetown Cen., Charlotte 28201
Owens-Illinois Glass Co., George Sexton, 3528 Enfield Rd., Charlotte 28205
Owens-Illinois Glass Co., Art Zepf, Jr., 2035 Central Grove, Toledo, Ohio 43614
Owens, Minor & Bodeker, Inc., L. B. Allen, Box 1167, Rocky Mt. 27801
Owens, Minor & Bodeker, Inc., R. A. Boone, 408 Emerson Drive, Raleigh 27609
Owens, Minor & Bodeker, Inc., Gamble Bowers, c/o Co., Box 11085, Richmond, Va., 23230
Owens, Minor & Bodeker, Inc., W. Frank Fife, 304 Wilshire Blvd., Wilson 27893
Owens, Minor & Bodeker, Inc., Ray Howell, 3500 Oates Dr., Raleigh 27604
Owens, Minor & Bodeger, Inc., Gilmer Minor, Box 11085, Richmond, Va. 23230
Owens, Minor & Bodeker, Inc., John Phillips, Lumberton
Owens, Minor & Bodeker, Inc., L. S. Whittle, 603 Hooks River Rd., Goldsboro 27530
Owens, Minor & Bodeker, Inc., Cecil Williamson, 602 N. 25th St., Wilmington 28401
Owens, Minor & Bodeker, Inc., Bruce W. Young, 1606 Highland Dr., Wilson 27893
Pangburn's Candies, J. E. Deen, 725 Riverview Dr., N. Augusta, S. C. 29841
Pangburn's Candies, C. W. Morris, 3939 Glenwood Ave., Apt. 207, Raleigh 27609
Paper-Mate Company, The, Gerald G. Bridges, 5709 Southampton Rd., Charlotte 28210
Parke-Davis & Co., J. E. Gillespie, 5015 Shamrock Dr., Raleigh 27609
Parke-Davis & Co., G. C. Hartis, 24 Gloria Ave., Winston-Salem 27107
Parke-Davis & Co., J. L. Holloway, 734 Timberlane, Wilmington 28401
Parke-Davis & Co., N. Eugene Hood, Jr., 464 Liberty St., Rock Hill, S. C. 29730
Parke-Davis & Co., Gordon Vail, Rt. #1, Box 299-N, Matthews 28105

Parke-Davis & Co., F. M. Vessells, 3211 Crittenden Ct., Winston-Salem
Parker Pen Co., The, H. J. Bladen, 533 Frank Dr., Charlotte 28205
Peabody Drug Co., C. T. Byerly, 2315 Sprunt Street, Durham 27705
Peabody Drug Co., W. M. Cannady, 501 Park Drive, Oxford 27565
Peabody Drug Co., Zack Lyon, 3825 Somerset Drive, Durham 27707
Personal Products Co., F. Dean Copko, P. O. Box 41, Charlotte 28201
Pet Milk Company, W. B. Bowman, 2356 Rosewood Ave., Winston-Salem 27103
Pet Milk Co., Earle R. Gribble, c/o Co., Waynesville 28786
Pet Milk Co., Jesse P. Jones, c/o Co., Waynesville 28786
Pet Milk Co., W. A. Pittman, 1105 McDowell Dr., Greensboro 27408
Pet Milk Co., W. H. Tuttle, c/o Co., Waynesville 28786
Pfeiffer Company, The, L. D. Davidson, Box 362, Monroe 28110
Pine State Creamery, Grady T. Ferrell, P. O. Box 6188, Raleigh 27608
Pine State Creamery, W. B. Frazier, P. O. Box 6188, Raleigh 27608
Pine State Creamery, J. Dwight Johnson, 1210 Cole Mill Rd., Durham 27705
Pine State Creamery, B. W. Kilgore, III, P. O. Box 6188, Raleigh 27608
Pine State Creamery, J. D. Kilgore, P. O. Box 6188, Raleigh 27608
Pine State Creamery, Preston Matthews, P. O. Box 6188, Raleigh 27608
Plough, Inc., E. R. Warren, Jr., 909 E. Walnut St., Goldsboro 27530
Poythress, Wm. P., & Co., D. N. Patterson, Box 176, Greenville, S. C. 29602
Premo Pharmaceutical Labs., H. E. McLeod, Box 96, Salisbury 28144
Quinton Company, Bob Harper, 9407 Farmington Dr., Richmond, Va. 23229
Read, E. B. Litho. Corp., J. G. Barnette, Box 955, Sanford 27330
Reese Chemical Co., E. E. Barrier, 2908 Park Rd., Charlotte 28209
Reese Chemical Company, W. A. Wardlaw, 3206 James Place, Greensboro
Robins, A. H. Co., Alvin Jenkins, 871 Henkel Road, Statesville 28677
Schering Corporation, F. S. Jones, 2520 Albemarle Ave., Raleigh 27610
Schering Corporation, J. R. Willis, 811 Murray Ave., Durham 27704
Schick Safety Razor Co., James A. Graeber, P. O. Box 667, Concord 28025
Schmid, Julius, Inc., K. G. Emery, 3848 Edinburgh Dr., Virginia Beach, Va. 23452
Schmid, Julius, Inc., J. W. Gardner, Jr., 403 Springfield Rd., Greensboro 27409
Scott Drug Co., O. H. Baucom, P. O. Box 10627, Charlotte 28201
Scott Drug Co., W. L. Blanton, 501 Eastwood Dr., Gastonia 28052
Scott Drug Co., Lore S. Brown, Box 246, Hamlet 28345
Scott Drug Co., Dan Busby, Box 1444, Statesville 28677
Scott Drug Co., Carlos Fry, P. O. Box 652, Carthage 28327
Scott Drug Co., Carl Geanes, Box 10627, Charlotte 28201
Scott Drug Co., I. E. Helms, Box 22, North Wilkesboro 28677
Scott Drug Co., R. B. Julian, Box 571, Salisbury 28144
Scott Drug Co., A. W. Lowery, P. O. Box 10627, Charlotte 28201
Scott Drug Co., Walter Scott, III, P. O. Box 10627, Charlotte 28201
Scott Drug Co., W. J. Shelley, P. O. Box 505, High Point 27262
Scott Drug Co., E. Pannie Smith, Box 10671, Cameron Village, Raleigh 27607
Scott Drug Co., Lee Talton, P. O. Box 10627, Charlotte 28201
Scott Drug Co., Bobby Wall, P. O. Box 10627, Charlotte 28201
Scott Drug Co., C. F. Williams, Box 10627, Charlotte 28201
Scott Drug Co., J. A. Wolfe, P. O. Box 10627, Charlotte 28201
Sealtest Foods, W. E. Brown, 1002 Montpelier Dr., Greensboro 27410
Sealtest Foods, E. A. Hutchens, Rt. #1, Advance 27006
Sealtest Foods, R. L. Kimball, 646 Roslyn Rd., Winston-Salem 27104
Sealtest Foods, Fred Martin, c/o Co., Charlotte, 28201
Sealtest Foods, D. J. Mathews, 309 Latimer Rd., Raleigh
Sealtest Foods, Lewis McDowell, c/o Co., P. O. Box 586, Albemarle 28001

Sealtest Foods, Bill Messick, Box 1787, Charlotte 28201
Sealtest Foods, J. E. Smith, Box 1787, Charlotte 28201
Sealtest Foods, A. P. Thomas, 2718 Sparger Rd., Durham
Sealtest Foods, Edsel Thomas, c/o Co., Box 1787, Charlotte 28201
Sealtest Foods, W. H. Thomas, c/o Co., Box 230, Wilson 27893
Sealtest Foods, Bruce Wingate, P. O. Box 1787, Charlotte 28201
Sealtest Foods, H. S. White, c/o Co., Box 1787, Charlotte 28201
Shulton, Inc., R. K. Hill, 3720 Jamestown Circle, Raleigh 27609
Smith, Dr. T. C., Co., W. A. Moffitt, P. O. Box 1918, Hendersonville 28739
Smith, Dr. T. C., Co., Canie B. Smith, P. O. Box 2270, Asheville 28802
Smith, Dr. T. C., Co., Stacy Smith, P. O. Box 2270, Asheville 28802
Smith, Dr. T. C., Co., W. H. Worley, Jr., 45-31st Ave., N. W., Hickory 28601
Smith, Dr. T. C., Co., Norman F. Young, 932 Hendersonville Rd., Asheville 28803
Smith, Miller and Patch, Henry P. Ferrell, 4704 Rampart St., Raleigh 27609
Smith Wholesale Drug Co., Morris S. Michael, Box 6011, Asheville 28806
Smith Wholesale Drug Co., Frank Milstead, 3331 Eastwood Dr., Charlotte 28205
Smith Wholesale Drug Co., H. E. Phillips, Box 1849, Asheville
Smith Wholesale Drug Co., Charles Rhoden, 842 Churchill Dr., Shelby 28150
Smith Wholesale Drug Co., A. C. Vickers, 1250 Partridge Rd., Spartanburg, S. C. 29302
Squibb, E. R. and Sons, W. W. Jordan, 3349 Cheswick Dr., Raleigh 27609
Squibb, E. R., and Sons, R. M. Mace, 3001 Pepsi Place, Cheverly, Maryland 20781
Squibb, E. R., and Sons, R. E. Weathers, 2310 Sprunt St., Durham 27705
Stanback Co., Ltd., A. D. Felker, 5421 Kerry Lane, Charlotte 28205
Standback Co., Ltd., W. P. Franklin, Box 280 Piney Plain Rd., Raleigh 27606
Stanback Co., Ltd., L. J. Handy, 4530 Ogburn Ave., Winston-Salem 27105
Stanback Co., Ltd., T. Jim Matthews, c/o Co., Salisbury 28144
Stanback Co., Ltd., F. J. Stanback, c/o Co., Salisbury 28144
Strasenburgh Labs., Reid W. Sandford, 2301 Emerywood Rd., Greensboro 27403
Strother Drug Co., H. F. Miller, Jr. 8115 Rose Hill Rd., Richmond, Va. 23229
Texas Pharmacal Co., J. T. Rauch, 1103 Cedarwood Lane, Charlotte 28212
Towne Paulsen Company, Joe Brown, Box 441, Mocksville 27028
Triton Water Co., T. W. Cope, Rt. 5, Box 412, Greensboro 27405
U. S. Time Corp., Timex Watches, N. M. Gilbert, 606 Top Ridge Rd., Richmond, Va. 23229
Upjohn Co., The, R. L. Billeter, 243 Argonne Dr., Durham 27704
Wallace Pharmacal Co., Ed Brendle, 4301 Emory Lane, Charlotte 28211
Wallace Pharmacal Co., John Dixon, 1220 Manchester Rd., Raleigh 27609
Wallace Pharmacal Co., Phil Edge, 2703 Asbury Terrace, Greensboro 27408
Wallace Pharmacal Co., Kelly Howard, 415 Broad St., Oxford 27565
Wallace Pharmacal Co., Jim Martin, 206 Yorktown Road, Kernersville 27284
Wallace Pharmacal Co., Herb Nappier, 507 Blakewood St., Raleigh 27609
Wallace Pharmacal Co., Woody Thommasson, 1408 Cardinal Place, Greensboro 27408
Wallace Pharmacal Co., George Wyrick, 2 Point View Court, Arden 28704
Warren-Featherbone Corp., Victor McGee, 633 West Ave., Wadesboro 28170
Waterman-Bic Pen Corp., U. J. Stuut, P. O. Box 2002, Charlotte 28201
Westwood Pharmaceuticals, James S. Hunter, 120 S. Canterbury Rd., Charlotte 28211
White Laboratories, Inc., C. D. Andrews, 1104 Meade Dr., Greensboro 27410
Whitehall Labs., R. K. Moseley, 3608 Laurel Hills Circle, Raleigh 27609
Whitman's Choc. Div. of Pet Milk Co., Ray McArtan, 801 E. Morris Circle, Dunn 28334
Whitman's Choc. Div. of Pet Milk Co., Stan Perry, 3401 Bonneville Dr., Charlotte 28205
Winthrop Laboratories, Inc., Ken Perry, 409 Stacy St., Raleigh 27607
Winthrop Laboratories, Inc., H. H. Robinson, Jr., 405 Fairfield Rd., Fayetteville 28303
Winthrop Laboratories, Inc., W. C. Simmons, 821 Shoreland Road, Winston-Salem 27106
Young's Drug Products Corp., Nick Porter, 3430 Huntleigh Dr., Raleigh 27604
Young's Rubber Corp., H. A. Trudeau, 3915 Winfield Dr., Charlotte 28205

EIGHTY-SIXTH ANNUAL REPORT
NORTH CAROLINA BOARD OF PHARMACY

MAY 1, 1966 - APRIL 30, 1967
MEMBERS AND ORGANIZATION

COMMISSIONED BY HIS EXCELLENCY THE GOVERNOR OF NORTH CAROLINA

Harold V. Day, Spruce Pine, President ..... Term expires April 28, 1971
David D. Claytor, Greensboro, Vice-President ..... Term expires April 28, 1968
Frank W. Dayvault, Lenoir ..... Term expires April 28, 1972
Clarence E. Page, Jr., Henderson ..... Term expires April 28, 1969
W. H. Randall, Jr., Lillington ..... Term expires April 28, 1970

Secretary-Treasurer

H. C. McAllister, Chapel Hill

General Counsel

J. Ruffin Bailey, Raleigh

Kenneth Wooten, Raleigh

Special Counsel

F. O. Bowman, Chapel Hill

Inspector

Lloyd E. Davis, Chapel Hill

Chapel Hill, N. C.
May 1, 1967

To His Excellency
Governor Dan K Moore
Raleigh, N. C.
Dear Sir:

In compliance with Article 4, Section 90-57 of the General Statutes of North Carolina, we are pleased to submit to you and to the North Carolina Pharmaceutical Association the Eighty-Sixth Annual Report of the North Carolina Board of Pharmacy. This report contains the proceedings of the Board for the fiscal year ending April 30, 1967.

Respectfully yours,
N. C. Board of Pharmacy
H. C. McAllister
Secretary-Treasurer

EIGHTY-SIXTH ANNUAL REPORT
OF THE
NORTH CAROLINA BOARD OF PHARMACY

Membership

There have been no changes in the membership of the Board during the year. At the July meeting Mr. H. V. Day was elected as President and Mr. D. D. Claytor was elected as Vice President. Mr. H. C. McAllister was re-appointed as Secretary-Treasurer.

Meetings

The Board held ten meetings during the year, two of which were examination meetings. The examinations were held in September and March.

Offices

The offices of the Board continue to be located in the Institute of Pharmacy in Chapel Hill. The space problems of this arrangement as previously identified have not yet been solved. It is hoped, however, that in time adequate space for the Board's needs can be provided without relocation.

General Program

Aside from the usual licensing and law enforcement function of the Board, special attention has been given in support of the program of the improvement of pharmacy services in institutions. As a result of the good cooperation of the North Carolina Medical Care Commission and the North Carolina Hospital Association, excellent progress has been made in the area of hospital pharmacy practice, particularly in smaller hospitals. This progress continues at a good rate. The pharmacists of the state are to be commended for their interest and support of the program by working extra hours to provide their services to those hospitals.

The Nursing Home Division of the State Board of Health has also given the Board good cooperation in its effort to improve and regulate pharmacy services in nursing homes. A project is presently under way to expand the "Program of Assistance to Hospitals" to also cover nursing homes. A grant application for funds to support this project has been placed with a philanthropic foundation. Should funds be made available through this or other sources a program to improve pharmacy services and drug control in nursing homes will be undertaken immediately. The Board will join in with the other participating organizations and agencies in directing this program.

Pharmacies and Pharmacists

During the year sixty-nine pharmacists were registered by examination and forty-eight by reciprocity from fifteen states. On May 1st there were twenty-three hundred fifty-five pharmacists on the active roster. This represents a net increase of fifty-three over the number reported for the same date last year. This increase in number was not fully available for prescription practice. There was a net increase of only six in the number of pharmacists in full-time practice in community pharmacies and an increase of forty-four in part-time practice. There was an increase of six in the number of pharmacists in civilian hospitals and two in VA hospitals.

The shortage in the supply of available pharmacists in North Carolina to properly man existing pharmacy facilities for their customary schedule of hours of service has become serious. A Health Manpower Personnel Survey conducted by the U. S. Public Health Service in late 1965 and early 1966 indicates that in the United States as a whole there are 66 pharmacists per 100,000 population. In North Carolina this figure was found to be 38 pharmacists per 100,000 population, the lowest in the continental United States. As has been previously reported this problem has been chronic with us in North Carolina for a number of years. While it has had the effect of providing full utilization of our manpower in providing professional services, it is beginning to cause strains because of the hours that are

necessary to render full service. If the situation is not to become critical the profession will need to place more emphasis on recruitment. There are two bright spots in our manpower situation. First, enrollment in the School of Pharmacy continues to increase (and needs to be stepped up even more). Second, slightly more than seventy-one per cent of our pharmacists in practice are under fifty years of age with more than fifteen per cent under age thirty. Approximately eleven per cent of the pharmacists continue in practice after age sixty-five. These figures seem to indicate that the time factor is running in our favor and will provide us with an opportunity to improve our situation if we will actively utilize this time in an effective recruitment and training program.

At the end of the fiscal year there were 1114 pharmacy permits outstanding for a net increase of thirty-eight during the year. Of this 1114 permits, 1035 were issued to community pharmacies, 71 to hospitals and 8 to nursing homes. The increase of thirty-eight can be broken down as follows: community pharmacies—8, full-time hospital pharmacies—4, "limited service" hospital pharmacies—20, and nursing homes—6.

Special mention should be made of the significant increase in the number of hospitals that now have their pharmacy facilities under the supervision of a pharmacist and registered with the Board. As will be noted, many of these are designated as "limited service permits." These are permits that are issued to smaller hospitals which do not require the services of a pharmacist on a full-time basis. The "limitation" on the permit is not in terms of scope of service but rather as to time. This limitation is best described by the legend that appears on the permit as follows: "pharmacy services authorized under this permit are limited to those rendered under the conditions as represented in the application for the permit." Thus by suitably completing the application and institution can "tailor" the permit to suit its own needs and at the same time fully comply with the legal and professional requirement of a safe and adequate pharmacy service in the hospitals.

This progress in upgrading pharmacy services in hopsitals can be traced to the continued exemplary cooperation of the Medical Care Commission with the Board and the effects of the Plan of Assistance for Hospital Pharmacy. This project now has a full-time director and is functioning and succeeding far beyond expectations. A need has been identified for a similar program for community pharmacists who provide pharmacy services for nursing and rest homes. Plans for such a program have been completed and work is under way to secure grant funds for its implementation.

PRESCRIPTIONS

The number of prescriptions filled in the state last year increased only slightly over the previous year—the total number being approximately 26 million. This is an increase of about 2% as compared with 20% last year. These data seem to indicate that the welfare prescriptions have about leveled off during the year. The average number of prescriptions per pharmacy was slightly more than 23,500 prescriptions per outlet.

CHANGE OF EXAMINATION DATES

The change in examination dates from February and June to March and September seems to favor earlier registration for a majority of the candidates. Since the change was inaugurated, 107 persons have been licensed by examination. Some candidates were delayed in taking the exam by this change. Others qualified earlier than would have been the case under the old schedule.

The following is a tabulation of the statistics for 107 candidates:

36 candidates were delayed one month
15 candidates were delayed three months
40 candidates were able to take the exams 5 months earlier

With 16 candidates it appeared to make no difference, since they did not take the first examination available to them following the completion of their practical experience.

If these data are totaled and the number of candidates that were delayed in taking the examination is multiplied by the num-

ber of months delayed and this result is compared with like information for candidates who were able to take the examinations early, it is found that there is a net gain of 119 months in earlier registration. Stated in another way, the change in dates, when averaged out, has enabled ten pharmacists to become licensed almost a full year earlier than would have been the case under the old schedule.

Legislation

The bill to modernize our law providing the grounds for disciplinary action by the Board has been prepared for introduction by the Legislative Committee of the Association. In addition to modernizing the grounds on which the Board might act, the bill provides for the less drastic action of supervision in addition to the present grounds for revocation of a pharmacist's license. It also provides for action aginst a pharmacy permit on the same grounds as for a pharmacist's license. This latter provision will provide a condition in which the holder of a permit must assume the same degree of responsibility for compliance with the law as the pharmacist.

There appears to have developed some opposition to the passage of this bill. It is believed that this opposition stems from lack of understanding of just what the bill provides. Hopefully this misunderstanding can be cleared up before the bill is introduced since it is understood that the vast majority of the pharmacists favor this legislation.

Federal-State Relations

Last year the Board reported that arrangements had been worked out between the Bureau of Drug Abuse Control of the Federal Food and Drug Administration and a number of state boards of pharmacy for a pilot project wherein the boards of pharmacy would implement the Drug Abuse Amendments to the federal law insofar as pharmacists in their respective states are concerned. The initial pilot project involved six boards of pharmacy. This number has now been increased to eighteen.

Our Board has made some initial exploration of its ability to qualify for the administration of this law in North Carolina. Presently there seems to be some question as to whether our laws are such that we could meet the requirements. It is hoped, however, that if the legislation referred to above is passed the deficiency will be corrected.

Law Enforcement

The Board has continued to handle administratively before the Board all complaints relative to pharmacy law violations on the part of pharmacists and pharmacy owners. Complaints involving 36 individuals have been heard by the Board as follows:

Substitution—2
Exempt narcotic irregularities—12
Pharmacy practice by unlicensed persons—18
Conviction of FDC Act—1
Narcotic addiction—1
Alleged fraud in filling Welfare prescriptions—1
Peddling amphetamine and barbiturates—1

Three of the above cases remain pending. Numerous other cases involving drug law irregularities on the part of those outside pharmacy have claimed the attention of the Board and, consistent with established procedure, were forwarded to other agencies, principally the State Bureau of Investigation.

On April 15th Inspector Gaddy resigned due to ill health. The Board will proceed to make a replacement as soon as a suitable applicant is found.

EXAMINATIONS

In September, 1966, thirty-nine candidates qualified for admission to the examination; thirty-two passed and were registered. They are as follows:

John W. Bailey, Hendersonville
Solomon Behar, Brooklyn, N. Y.
James G. Blount, Elizabeth City
Robert W. Boyd, Asheboro
Laura G. Burnham, Chapel Hill
Robert L. Carr, Rose Hill
Fred A. Connelly, Ridgecrest
Justo Jose Corripio, Greensboro
Delbert M. Cranford, Denton

James B. Culbertson, Englewood, N. J.
Walter C. Doggett, Greensboro
Saundra J. Gilbert, Maxton
Richard A. Gray, Newport
Nancy J. Habrat, Charlotte
Terry W. Heatherington, Bessemer City
Christie E. Hill, Durham
Nicholas V. Holland, Chapel Hill
Marsha H. Howerton, Fort Bragg
Larry W. Jones, Asheboro
Walter P. Keziah, Jr., Lincolnton
Thomas T. Lilly, Jr., Beaufort
Thomas T. Lilly, Beaufort
Jesse T. Moore, Durham, N. C.
Leonard W. Mathews, Stoneville
Rodney L. McCaskill, Ellerbe
Donna G. Neal, Chapel Hill
Maynard S. Newman, Greensboro
Suzanne S. Penzotti, Chapel Hill
Alva B. Sellers, Asheboro
Ronald H. Small, Winston-Salem
Jimmy N. Tripp, Maxton
Jean F. Robinson, Charlotte

In March, 1967, forty-six candidates qualified for admission to the examination; thirty-three passed and were registered. They are as follows:

Larry Gene Baber, Hendersonville
Sara Wells Batts, Atkinson
Louis Pershing Bell, Jr., Chapel Hill
Charles Craven Bennett, Jr., Southern Pines
William Shelton Boone, Franklin
Eugene Glenn Brown, Jr., Wilmington
William Stewart Cameron, Lillington
Margaret Clayton Gebhardt, Raleigh
Mary Helen Johnston, Raleigh
Marion Nelson Kelly, Jr., Graham
James Arnold King, Wallace
Larry Cleveland Kiziah, Hickory
Carroll Malcolm Laxton, High Point
Martha Victoria Leggett, Durham
Robert Joseph McCommons, Statesville
Quint H. McCoy, Magnolia, Kentucky
Donald Claude McLeod, Galveston, Texas
Harry Leigh Matthews, Stoneville
Solon Scott Minton, III, Asheville
Hugh Jackson Moore, Greensboro
Robert N. Mullis, Charlotte
Neil Hector Musselwhite, III, Carolina Beach
Larry Wayne Nichols, North Wilkesboro
Jones Neill Pharr, Concord
William Dorsey Powell, Fuquay-Varina
Hearne Franklin Rickard II, Kannapolis
Elizabeth Paterson Rittase, Danville, Pennsylvania
William Douglas Royeroft, Shallotte
Horace Dean Steadman, Durham
Harry Moseley Sullivan, Waynesville
Joseph S. Swofford, Canton
Frances Elizabeth Taylor, Wilmington
Erwin Carlyle Woodard, Hertford

Registration by Reciprocity

Forty-eight applications for reciprocal registration have been accepted and the applicants registered.

Fourteen pharmacists registered in North Carolina have been certified to other states. Fourteen have been accepted by the state to which application was made.

Those registered in this state are as follows:

Donald Novis Evans, May 17, 1966, from Georgia

Florence Culpepper Cherry, May 17, 1966, from Georgia

Joseph Arnold Creech, June 21, 1966, from Georgia

Gertrude Rose Dawson, June 21, 1966, from Indiana

William Vaughn Pentecost, June 21, 1966, from Georgia

James Albert Elder, July 19, 1966, from Mississippi

Henry Franklin McNeil, July 19, 1966, from South Carolina

George Washington Drain, July 19, 1966, from Pennsylvania

Fred Joseph Parmesano, July 19, 1966, from West Virginia

Stephen Emanuel Brett, September 14, 1966, from Georgia

Herman Elmore Blake, Jr., September 14, 1966, from South Carolina

George Albert Roessler, Jr., September 14, 1966, from Kentucky

James Elias Ellis, September 14, 1966, from Ohio

DeWitt King Barker, Jr., September 14, 1966, from Alabama

James Raymond Barta, October 6, 1966, from Nebraska

Mead Lee Connelly, Jr., October 6, 1966, from South Carolina

James Patrick Rice, October 6, 1966, from Georgia

Luther Lamar Tomlinson, October 6, 1966, from Georgia

Thomas Elford Holding, III, October 5, 1966, from Alabama

Roger Mahler Crane, October 17, 1966, from Illinois

Ronald Mamert Kudla, October 17, 1966, from Michigan

Louis Anthony Tucci, October 25, 1966, from Virginia

Frank Mowery Adams, October 31, 1966, from Pennsylvania

John C. Cottongim, November 8, 1966, from Kentucky

Wendell Lewis Evans, November 15, 1966, from Georiga

Thomas Madison Allison, November 15, 1966, from Alabama

Alton Paul Gravitte, November 23, 1966, from South Carolina

Robert Douglas Kelley, November 29, 1966, from Alabama

John Philip Ryan, February 1, 1967, from New York

Edwin Harrison Meade, February 1, 1967, from South Carolina

Charles Seay Rush, Jr., February 1, 1967, from South Carolina

Donald Cruse Blankenship, February 1, 1967, from South Carolina

Donald Allen Holloway, February 1, 1967, from Pennsylvania

Victor Peter Fenev, February 1, 1967, from New York

Robert Ernest Williams, February 1, 1967, from Georgia

Philip Charles Jacobs, February 1, 1967, from New Jersey

Vincent Inabinet Smith, February 14, 1967, from South Carolina

Wanda Parsons, March 22, 1967, from Alabama

Allen Hardy Fish, March 22, 1967, from South Carolina

Robert Hayne Leavelle, Jr., March 22, 1967, from Virginia

William R. Most, March 22, 1967, from Pennsylvania

James Davis McCutchen, Jr., March 22, 1967, from Alabama

A. Franklin Robertson, March 22, 1967, from Virginia

Lowell Edwin Thomas, March 29, 1967, from South Carolina

Maurice Glenn Prusia, April 1, 1967, from Georgia

Birch George McVay, April 20, 1967, from Georgia

Dimitry Peter Fenev, April 20, 1967, from New York

Edward Moore Durand, April 20, 1967, from Virginia

PHARMACISTS REMOVED FROM THE REGISTERED LIST BY REQUEST OR FAILURE TO RENEW

Allen, Robert Eugene
Allison, James Barnwell
Canaday, William Henry
Carter, Stamey
Davis, Benard
Davis, Charles Edward, Jr.
Dawson, Milton Piere
Harrison, Louis Swepson
Hepler, Charles Douglas
Horn, James Jackson
Jordan, Donald Willard
Lewis, Horace Reginald
Miller, Cedric Henry
Nichols, Lois Wrenn
Orander, William Devaughn, Jr.
Parker, Robert Greer
Powell, Alfred Wagg
Pryce, Richard Vaughn
Rayburn, Hansel Lewis
Rhyne, Clarence Little
Setzer, Thomas Sherman
Small, Bessie Badham
Stalcup, Harry Reid
Stowe, Charles Dennis
Walden, Annie Louise
Wegert, Richard John
Wilkerson, Joseph Lawrence
Williams, Charles Slater
Yancey, Lemuel Alexander

REPORT OF ATTORNEY WOOTEN

North Carolina Board of Pharmacy
P. O. Box 471
Chapel Hill, North Carolina

Re: Annual Report 1966-1967

Gentlemen:

As attorney for the Board of Pharmacy, I have during this past year attended all Board meetings and functions and I have been available for conferences and have advised with the Secretary and Inspectors of the Board on legal problems as they have arisen.

During April, 1967, I attended in connection with the meeting of the National Association of Boards of Pharmacy, a conference with attorneys representing other Boards and related groups and from this conference it is my hope that we will be able to establish a liaison to exchange information and ideas with those attorneys who for their clients are faced in many instances with the same type of cases and problems as we have to deal with.

Complaints before the Board during this period have been disposed of largely by Board action, and it has not been necessary that we pursue, except for a few, these complaints by formal Court proceedings either civil or criminal.

The program of discussing with candidates for the Board examination and candidates for reciprocity the laws and regulations of North Carolina governing the practice of pharmacy have been continued during this year.

In closing this year's work and service to you, I wish to thank you for the cooperation which we have received from the Board and its personnel in our efforts to be of service to you and to pharmacy in North Carolina.

Very truly yours,
BAILEY, DIXON & WOOTEN
Kenneth Wooten, Jr.

REPORT OF INSPECTOR DAVIS

312 Cedar Street
Chapel Hill, N. C.
May 1, 1967

To Members of the
North Carolina Board of Pharmacy

In Re: Annual Report

I submit herewith my report for the period May 1, 1966 to April 30, 1967 inclusive.

The following inspections and investigations were made:

Retail Pharmacies	546*
Special, including investigations	83
Class 4 & 5 (Narcotics permits)	8
Drug manufacturers and wholesale houses	1
Total	638

I assisted the Board of Pharmacy in conducting examinations for licensure on two occasions during the report period. I have attended all meetings of the Board of Pharmacy.

Respectfully submitted,
LLOYD E. DAVIS, *Inspector*
N. C. Board of Pharmacy

*Reduced number of routine inspections resulted from: (a) 12 weeks devoted to alleged irregularities in sales of Exempt Narcotic Preparations in the Charlotte area, (b) approximately 4 weeks assisting office personnel at the Board of Pharmacy.

The following report was received from Mr. James V. Gaddy, who did inspection work for the Board of Pharmacy from June 1, 1966 to April 15, 1967, at the time he submitted his resignation due to ill health.

Retail Pharmacies	604
Special, including investigations	91
Class 4 & 5 (Narcotics permits)	6
Drug Manufacturers and Wholesale Houses	7
Total	708

In Memoriam

Pharmacists who Have Died During the Year

Paul Clayton Brantley—5-30-66	Wendell
David Benjamin Browning—4-19-67	Kinston
George Sechler Templeton—5-26-66	Greensboro
Herbert William Wohlford—6-20-66	Charlotte
Jamerson Samuel Glenn—7-10-66	Mt. Olive
Walter Pressly Baker—7-25-66	Raeford
Hansford R. Simmons—8-15-66	Whiteville
Earle Edwin Merrill—June, 1963	Norfolk, Va.
John Vanstory Farrington—9-17-66	Greensboro
Carlus Vann Cagle—9-9-66	Greensboro
D. Whitfield Tart—9-21-66	Greensboro
Edwin Rudyard Baker—9-9-66	Rocky Mount
Henry Chivous Champion—4-27-66	Concord
Bowman Glidewell Warren—10-23-66	Rural Hall
George A. Shieder—10-30-66	Asheville
Demetrius Leonard Boone—11-20-66	Durham
Sebron Edward Varner—10-9-66	Huntsville, Alabama
Clarence Oscar Huntley—11-11-66	Lenoir
James Urus Loftin—11-17-66	Albemarle
William Moss Salley—11-24-66	Asheville
Erwin Linwood Ray—11-7-66	Asheboro
Charles Arthur Swaney—12-3-66	Winston-Salem
Marion Sims Hamer—12-13-66	Hughesville, Md.
Coley Lambe Snypes—1-23-67	Wake Forest
John Halbert Stimson—1-21-67	Statesville
Harry Hampton Allen—1-23-67	Cherryville
John Roderick Smith—2-1-67	Rock Hill, S. C.
Joseph Edward Waldrop—9-29-66	Charlotte
William Bryant Gilbert—1-12-67	Raleigh
John E. F. Hicks—2-20-67	Goldsboro
Elmer Webb Badgett—2-23-67**	Mt. Airy
Charles Herman Beddingfield—2-4-67	Clayton
Thomas Skinner Simpson—1-7-67	Winston
William Dameron Hood—10-30-66	Smithfield
Herbert Edward Lovett—4-25-67	Liberty

**Assistant pharmacist

REPORT ON AUDIT
OF
NORTH CAROLINA BOARD OF PHARMACY

Chapel Hill, N. C.
May 1, 1966 to April 30, 1967

RAYMOND L. PRICE
CERTIFIED PUBLIC ACCOUNTANT
511 N. Person Street
RALEIGH, N. C.

May 12, 1967

To The Officers & Members of the
North Carolina Board of Pharmacy:

Gentlemen:

Pursuant to engagement, we have audited the financial records of Mr. H. C. McAllister, Secretary & Treasurer of the North Carolina Board of Pharmacy, for the period from May 1, 1966 to April 30, 1967, and the attached statement of Cash Receipts & Disbursements presents a Summary of Operations for the fiscal year.

All Receipts entered on the Cash Book were in agreement with duplicate receipts on file and were properly deposited in the bank. Disbursements for the fiscal year were made for apparently proper purposes and are supportd by signed, paid checks, receipted bills, etc.

The Balance on Hand at April 30, 1967 consists of the following:

CASH IN BANK:

North Carolina National Bank	$49,490.84	
Central Carolina Bank & Trust Co. (Savings)	12,476.77	$61,967.61

INVESTMENTS:

U. S. Treasury Bonds (2½%)	5.000.00
TOTAL BALANCE APRIL 30, 1967	66,967.61

The Cash In Banks was reconciled and verified. The five U. S. Treasury Bonds, 2½%, of $1,000.00 each, were inspected.

The fidelity bond for the Secretary & Treasurer, in the amount of $5,000.00, has been continued to October 1, 1967. A fire insurance policy of $5,000.00 on office equipment, has been extended to January 1, 1970.

The records, as heretofore, are in excellent condition and no difficulty was experienced in the verification thereof. We acknowledge the assistance rendered and courtesies extended during the progress of the examination.

Respectfully submitted,
R. L. PRICE
CERTIFIED PUBLIC ACCOUNTANT.

RLP:FMH

NORTH CAROLINA BOARD OF PHARMACY

Chapel Hill, North Carolina

CASH RECEIPTS AND DISBURSEMENTS

May 1, 1966 to April 30, 1967

Receipts

Pharmacists Renewal Licenses	$ 34,380.00
Asst. Pharmacists Renewal Licenses	210.00
Pharmacists Re-registrations	425.00
Physician Renewal Licenses	25.00
Examination Fees	2,275.00
Reciprocal Registrations	1,200.00
Drug Store Permits: Original	5,600.00
Drug Store Permits: Renewals	26,740.00
Drug Store Re-registrations	200.00
Sale of Poison Registers	352.24
Duplicate Certificates	15.00
Sale of Supplies	214.25
Returned Checks Collected	290.00
Certified Grades $14.00, Overpayment $50.00	64.00
Re-imbursement: Postage	10.70
Sale of Laws & Annual Report	34.00
Interest on Bonds $125.00; On Savings $486.60	611.60
TOTAL RECEIPTS	72,646.79
BALANCE MAY 1, 1966	55,397.75
TOTAL RECEIPTS & BALANCE	$128,044.54

Disbursements

SALARIES:		
Secretary & Treasurer	$10,601.69	
Office Assistants	9,343.71	$ 19,945.40
OFFICE EXPENSE:		
Rent	900.00	
Telephone	667.29	
Supplies	468.20	
Postage & Box Rent	1,140.60	
Printing	2,291.96	
Equipment $112.25, Service Charges $663.46	775.71	6,243.76
INSPECTION EXPENSE:		
Salaries	11,280.00	
Travel Expense	5,245.08	
Legal Expense: Attorneys $3,849.64, Court Costs $104.00	3,953.64	20,478.72
BOND MEETINGS:		
Per Diem $2,175.00, Expense $2,541.90	4,716.90	
Examination Material & Expense	595.93	5,312.83

MISCELLANEOUS EXPENSE:

Attending Meetings	1,402.66	
Lettering Certificates	314.00	
Health & Accident Insurance	221.75	
Social Security Taxes	1,183.63	
State Retirement	2,040.39	
Publishing Annual Report	841.56	
Credit Reports $208.00, Audit $150.00	358.00	
Dues $122.00, Bond Premium $20.00	142.00	
Consultant Fees $1,200.00, Expense $953.82	2,153.82	
Returned Checks	290.00	
Pictures $30.41, Flowers $29.83, Magazines & c. $88.17	148.41	9,096.22
TOTAL DISBURSEMENTS		61,076.93

BALANCE APRIL 30, 1967:

North Carolina National Bank	49,490.84	
Central Carolina Bank & Trust Co.	12,476.77	
Investment: U. S. Treasury Bonds, 2½%	5,000.00	66,967.61
TOTAL DISBURSEMENTS & BALANCE		$128,044.54

EDUCATIONAL QUALIFICATIONS OF PHARMACISTS ACCORDING TO AGE

	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
Qualifications of Pharmacists in "B" (Summary)								
Non-graduates				29	11	18	64	122
Graduates of 2 year courses			1	4	49	65	37	157
Graduates of 3 year courses			2	64	31	11	10	118
Graduates of 4 year courses	203	547	494	137	10	3	0	1395
Graduates of 5 year courses	83	2	1	0	0	0	0	86
Total in "B"	286	549	498	234	101	97	111	1876
Qualifications of Pharmacists in "A" (Summary)								
Non-graduates				33	12	25	106	176
Graduates of 2 year courses			1	4	59	91	58	213
Graduates of 3 year courses			2	77	39	14	15	147
Graduates of 4 year courses	253	672	606	172	14	7	1	1725
Graduates of 5 ycar courses	91	2	1	0	0	0	0	94
Total in "A"	344	674	610	286	124	137	180	2355

SUMMARY OF PHARMACISTS ON THE ACTIVE ROSTER

	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
A. Total number of pharmacists in good standing on roster	344	674	610	286	124	137	180	2355
B. Total number actively engaged in pharmaceutical pursuits (in State)								1876
1. In community practice	253	490	445	204	85	83	77	1637
a. As owners	8	76	95	68	25	21	16	309
b. As partners	25	193	175	71	24	25	27	540
c. As employees	220	221	175	65	36	37	34	788
2. In part-time community practice	6	15	13	7	10	12	32	95
3. In hospital pharmacy (civilian)	25	32	25	8	3	—	1	94
4. In hospital pharmacy V.A. (in State)	—	1	3	2	—	—	—	6
5. In wholesale and mfg. labs	—	3	1	—	2	1	1	8
6. As field rep. for mfg. and wh.	2	7	6	8	—	—	—	23
7. Teaching (students) and govt.	—	1	3	4	—	—	—	8
8. In misc. ph. pursuits	—	—	2	1	1	1	—	5
C. Total number who reside IN State and NOT engaged in ph. pursuits								143
1. Unemployed (at time of renewal)	1	2	1	0	1	4	2	11
2. Retired	—	—	—	2	4	17	50	73
3. Otherwise engaged	9	18	14	8	4	3	3	59
D. Number who reside OUT of State	40	105	97	42	14	16	14	328
E. Number serving with Armed Forces	8	—	—	—	—	—	—	8
F. Number in "B" who are women	48	48	37	3	3	1	—	140
G. Number in "A" who are women	59	61	48	4	3	3	0	178
H. Number of women who are not engaged in pharmacy pursuits (G minus F)	11	13	11	1	0	2	0	38

SUMMARY OF PHARMACIES REGISTERED

Total number of pharmacies in State			1114
Number classified as hospital pharmacies		71	
Number serviced by one pharmacist	25		
Number serviced by two pharmacists	10		
Number serviced by three pharmacists	5		
Number serviced by four or more pharmacists	6		
Number issued as "limited service" permits	25		
Number classified as nursing home pharmacies (Limited Service)		8	
Number classified as community pharmacies		1035	
Number serviced by one pharmacist, including part-time and assistant pharmacists	554		
Number serviced by two pharmacists, including part-time and assistant pharmacists	407		
Number serviced by three pharmacists	58		
Number serviced by four or more pharmacists	10		
Number serviced by permitted physicians	5		
Number serviced by permitted physician and one assistant pharmacist	1		
Ownership of community pharmacies (hospitals excluded) is vested as follows:			
Stores owned solely by pharmacists and/or wife	556		
Stores owned by pharmacists and non-pharmacists (pharmacist over 50%)	78		
Stores owned by pharmacist & non-pharmacists (non-pharmacist over 50%)	83		
Stores owned by pharmacists and non-pharmacists (50%–50%)	90		
Stores owned solely by non-pharmacists	228		
Stores classified as chain (3 or more)—including above	122		
National	10		
Regional (2 or more states)	39		
Local	73		

List of Registered Pharmacists

Revised August 1, 1967

The registration number immediately precedes the name of the pharmacist. The state of original registration appears in ( ) after the names of those pharmacists registered by reciprocity. The year immediately preceding the location of the pharmacist is the year of registration.

Please notify the Secretary promptly of any errors or change in address.

A

4104. Ackerman, Harvey 1958 Westbury, N. Y.
3767. Adair, H. Y. (S. C.) 1954 Blacksburg, S. C.
2161. Adair, W. H. (Ala.) 1924 Roxboro
4249. Adams, C. E. (S.C.) 1959 Fuquay Springs
2207. Adams, E. E. 1924 Lincolnton
4986. Adams, F. M. (Pa.) 1966 Monroesville, Pa.
3496. Adams, J. W. 1951 Asheville
3929. Adams, L. D. 1956 Statesville
2503. Adams, W. J. 1929 Bryson City
2653. Adams, W. R. 1933 Wrightsville Beach
3930. Adams, W. R., Jr. 1956 Wilson
3357. Adelson, I. (Va.) 1950 Newport News, Va.
2974. Adkinson, N. F. 1941 Avondale
3518. Agnew, Ruth Elizabeth (Ga.) 1951 Atlanta, Ga.
3590. Ahlin, Bjorn (S.C.) 1952 Sylva
1784. Aiken, J. H., Jr. 1914 Asheville
4041. Airheart, J. W. (Ga.) 1957 Concord
4831. Akers, Barbara G. (Mrs.) 1965 Charleston, S. C.
3835. Akins, F. T., Jr. (Ga.) 1955 Asheville
3181. Albright, G. B., Jr. 1947 Salisbury
4675. Alexander, C. B. 1964 Rocky Mount
4786. Alexander, J. L. 1965 Morganton
4263. Allen, B. T. 1960 New Bern
4782. Allen, D. C. (Ohio) 1965 Sarasota, Fla.
3027. Allen, H. H., Jr. 1943 Cherryville
2865. Allen, J. W. 1939 Charlotte
4658. Allen, Marva Diane (Mass.) 1963 Akron, Ohio
3455. Allen, W. F. 1951 Cherryville
2937. Allgood, W. W. 1941 Roxboro
4990. Allison, T. M. (Ala.) 1966 Asheville
3847. Alphin, Barbara (Mrs.) 1955 Richmond, Va.
4822. Alt, Jewel C. (Mrs.) (Texas) 1965 Northridge, Calif.
3961. Altschul, J. A. (Ohio) 1956 Greensboro
4096. Ameen, J. U. (S.C.) 1958 Gastonia
3931. Ammons, D. L. 1956 Salisbury
4505. Ammons, J. A. (Ga.) 1962 Waynesville
3842. Ammons, R. M. 1955 Red Springs
3619. Anders, G. H. 1953 Albuquerque, N. M.
4436. Anderson, A. A. (Ga.) 1961 Stuart, Va.
3280. Anderson, E. R., Jr., 1949 High Point
4059. Anderson, J. W. 1958 Virginia Beach, Va.
4676. Anderson, W. N. 1964 Hickory
2470. Andes, G. E. (Va.) 1929 Wadesboro
1346. Andrews, C. McD. 1907 Burlington
1702. Andrews, J. P. 1913 Winston-Salem
3932. Andrews, J. W. 1956 Winston-Salem
1739. Andrews, R. H. 1914 Burlington
4060. Arena, J. E. 1958 Durham
4402. Arena, LuRuth S. (Mrs.) 1961 Durham
4541. Arledge, D. L. (S. C.) 1962 Tryon
4824. Armao, T. H. (Texas) 1965 Winston-Salem
2654. Arnold, B. D. 1933 Raleigh
2048. Arps, E. G. 1921 Plymouth
1864. Arps, P. M. 1916 Plymouth
4190. Artemes, A. L. (S.C.) 1959 Charlotte
5055. Asbed, V. G. (Ky.) 1967 Winston-Salem
3875. Ashworth, R. H. 1955 Cary
3415. Atkinson, M. J. (S.C.) 1950 Lumberton
3163. Aull, Betty H. (Mrs.) 1947 Hapeville, Ga.
4567. Auman, L. W., Jr. 1963 Denton
4150. Austell, R. L. 1959 Shelby
4015. Austraw, R. F. (Md.) 1957 Asheville
2280. Avner, Samuel 1925 Montgomery, Ala.

B

5009. Baber, L. G. 1967 Hendersonville
4893. Bailey, B. C. 1966 Lake Worth, Florida
4341. Bailey, C. D. (Va.) 1960 Narrows, Va.
4952. Bailey, J. W. 1966 Hendersonville
2212. Bain, J. D. 1924 Clayton
3548. Bain, J. D., Jr. 1952 Richmond, Va.
3630. Bain, M. McG. (Tenn.) 1953 Wilson
4677. Baity, J. O. 1964 Greensboro
4819. Baker, J. R. (S. C.) 1965 Rock Hill, S. C.
3729. Balas, J. B. (Pa.) 1954 Charlotte
4429. Ball, Dorothy R. 1961 Richmond, Va.
3986. Ball, H. L. 1957 Richmond, Va.
2499. Ballance, G. H. 1929 Alexandria, Va.
3964. Bane, G. H. (S.C.) 1956 Lowell
3519. Banner, R. D. (Kan.) 1951 Spruce Pine
4264. Barber, Cecilia S. (Mrs.) 1960 Winston-Salem
4265. Barber, R. W. 1960 Raleigh
2405. Barbour, J. P. 1927 Burlington
3988. Barbour, J. P., Jr. 1957 Burlington
4461. Barbour, R. L. 1962 Burlington
3733. Barbrey, H. S., Jr. 1954 Raleigh
2573. Barefoot, L. G. 1931 Shallotte
4062. Barger, C. G. 1958 Lighthouse Point, Fla.
4617. Barker, Beverly T. 1963 Durham
4946. Barker, DeW. K., Jr. (Ala.) 1966 Winston-Salem
4737. Barnes, G. M. (Mo.) 1964 Sarasota, Fla.
3117. Barnes, H. J. (Miss.) 1946 Portsmouth, Va.
3979. Barnett, C. M. (Va.) 1956 Henderson
3456. Barnett, Frank, Jr. 1951 Henderson
3549. Barnett, J. 1952 Henderson
2462. Barnhardt, M. R. 1928 Rockwell
1959. Barrett, R. E. 1917 Burlington
2912. Barringer, H. A. 1940 Concord
4019. Barringer, J. M. 1957 Carthage
4678. Barrett, R. H., II 1964 Jonesville
4947. Barta, J. R. (Neb.) 1966 Goldsboro
4310. Bartlett, J. B. 1960 Bailey
3494. Barton, W. H. (Ga.) 1951 Pleasant Garden
2818. Basart, J. M. 1938 Havelock
4048. Bass, G. M. (Ill.) 1957 Albion, Ill.
4777. Bates, E. R. (R.I.) 1964 Providence, R.I.
4572. Batista, Ana Maria (Mrs.) 1963 High Point
4260. Batten, W. M. (W. Va.) 1960 Williamston
5010. Batts, Sara W. (Mrs.) 1967 Wilmington
4769. Baucom, G. W. (Ga.) 1964 Wilmington
3734. Bauguess, C. T., Jr. 1954 Chapel Hill
4266. Beale, G. W., Jr. 1960 Broadway
4151. Beale, J. J., Jr. 1959 Mooresville
3041. Beam, W. G. 1944 Roanoke, Va.
3550. Beason, R. H. 1952 Boiling Springs
3013. Beavans, S. C. 1943 Enfield
4568. Beaver, D. W. 1963 Concord
3116. Beck, A. L., Jr. (S.C.) 1946 Hendersonville
4832. Beck, H. O., Jr. 1965 Greensboro
3162. Beck, Q. H. (S.C.) 1947 Fletcher
3151. Beck, W. C. (S.C.) 1946 Hendersonville
3551. Beddingfield, B. B. 1952 Greenville
3073. Beddingfield, C. H., Jr. 1945 Clayton
4463. Bell, B. M. 1962 Gastonia
4464. Bell, C. D. 1962 Winston-Salem
2571. Bell, D. W., Jr. 1931 Washington, D. C.
1686. Bell, F. R. 1912 Beaufort
2551. Bell, H. C. 1930 Gastonia
5011. Bell, L. P., Jr. 1967 Durham
2725. Bell, L. R. 1936 Tarboro
3602. Belton, C. N. (Ga.) 1952 Mt. Airy
4679. Bender, Deane H. (Mrs.) 1964 Fayetteville
4569. Bender, G. W. 1963 Fayetteville
2458. Bender, W. M. K. 1928 Fayetteville
5012. Bennett, C. C., Jr. 1967 Southern Pines
3361. Bennett, D. L. 1950 Albemarle
1638. Bennett, K. E. 1912 Bryson City
4889. Bennett, R. A., Jr. (S.C.) 1966 Asheville
3552. Bennick, J. E. 1952 Lenoir
3281. Benson, H. O. 1949 Thomasville
3867. Benson, L. M., Jr. (S.C.) 1955 Charlotte
4465. Benthall, A. W. 1962 Elizabeth City
2128. Best, J. H. 1923 Greensboro
4311. Bialick, S. L. 1960 Brooklyn, N. Y.
3924. Bias, W. C. (W.Va.) 1956 Wadesboro
3004. Biggs, J. W. S. 1942 Greenville
1640. Birmingham, J. S. 1912 Hamlet

3864. Bishop, E. L., Jr. (Miss.) 1955 Asheville
4267. Bishop, R. E. 1960 Clinton
3782. Bissett, D. H. 1955 Lumberton
2135. Bissette, P. B. (Va.) 1923 Wilson
3186. Bissette, P. B., Jr. 1947 Wilson
3614. Bius, J. H. (Ga.) 1953 Live Oak, Fla.
2002. Bizzell, H. L. 1920 Charlotte
3187. Black, Eleanor Holden (Mrs. S. N.) 1947 Ormond Beach, Fla.
2454. Black, F. L. 1928 Stanley
3009. Black, Samuel (Fla.) 1942 Hollywood, Fla.
3074. Black, S. N. 1945 Ormond Beach, Fla.
3783. Black, W. E. 1955 Walnut Creek, Calif.
3277. Blackmore, N. J. (Ind.) 1949 Wilmington
5047. Blackney, B. R. (N. D.) 1967 Charlotte
2340. Blades, M. W. 1926 Apex
4929. Blair, V. A. (Ark.) 1966 Durham
4943. Blake, H. E., Jr. 1966 Burlington
4512. Blanchard, N. P., Jr. 1962 Rockingham
3647. Bland, J. F. 1953 High Point
4020. Bland, Miriam 1957 Sanford
4996. Blankenship, D. C. (S. C.) 1967 Charlotte
3648. Blanton, C. D., Jr. 1953 Kings Mountain
4857. Blanton, L. C. 1965 Fort Rucker, Ala.
3830. Blanton, R. P. (S.C.) 1955 Marion
4757. Bloom, B. M. (S. C.) 1964 Charleston, S. C.
4870. Bloom, Patricia L. (Mrs.) (S. C.) 1965 Charleston, S. C.
4954. Blount, J. G. 1966 Greenville
2977. Blower, Anna Burks (Mrs. E. R.) 1941 Akron, Ohio
1980. Bobbitt, A. B. 1919 Winston-Salem
2671. Bobbitt, H. F. 1934 Glen Alpine
3118. Boger, R. A. (Ga.) 1946 New Bern
2409. Bolinger, C. E. (Ga.) 1927 Asheville
4105. Bolton, J. C., III, 1958 Woodland
2575. Bolton, R. B. 1931 Rich Square
1721. Bonner, Brem 1913 Sarasota, Fla.
3784. Booker, Elsie (Mrs..) 1955 Durham
5013. Boone, W. S. 1967 Greensboro
3042. Boone, W. T. 1944 Ahoskie
4661. Booth, D. J. (Ind.) 1963 Michigan City, Indiana
2708. Booth, G. D. (S.C.) 1936 Durham
3014. Borders, M. L., Jr. 1943 Chadbourn
4513. Bornmann, S. D. 1962 Gainesville, Fla.
4228. Borodkin, Yung Oh (Mrs.) 1959 Zion, Ill.
4152. Bostic, R. A. 1959 Beulaville
3423. Boulware, R. H. (S.C.) 1951 Rock Hill, S. C.
4371. Bowen, N. G. 1961 Roxboro
3331. Bowers, J. C. 1950 Lincolnton
4312. Bowers, J. R. 1960 Bethel
2828. Bowman, C. E. 1938 Conover
1843. Boyce, J. B., Jr. 1915 Warrenton
4313. Boyd, A. C. 1960 Kenly
4243. Boyd, J. H. (S.C.) 1959 Lumberton
4955. Boyd, R. W. 1966 Asheboro
2845. Boyd, S. B. 1939 Mt. Olive
3450. Boyd, W. T. (Wyo.) 1951 Winston-Salem
3362. Boyles, J. H. 1950 Atlanta, Ga.
4787. Boyles, V. I., Jr., 1965 Salisbury
4680. Bracey, D. G. 1964 Long Beach, Calif.
4351. Bracker, D. C. (Pa.) 1960 Greensboro
4855. Brackin, J. A. (Ala.) 1965 Town Creek, Ala.
4776. Braddy, C. E. (S.C.) 1964 Charlotte
4681. Bradley, J. W., III 1964 Raleigh
3735. Bradley, W. V., Jr. 1954 Kannapolis
4421. Bradshaw, C. F. 1961 Washington
2384. Bradshaw, E. L. 1927 Kinston
3843. Bradshaw, E. L., Jr. 1955 Kinston
4466. Bradsher, A. L., Jr. 1962 Roxboro
4016. Bradsher, H. T. (Mo.) 1957 High Point
3698. Braman, W. C. (La.) 1954 Asheville
2650. Brame, M. M. 1933 Walnut Cove
2772. Brame, P. A. 1937 N. Wilkesboro
2959. Brame, R. M., Jr. 1941 N. Wilkesboro
4153. Branan, C. L. 1959 Winston-Salem
4535. Branch, P. E. (Tenn.) 1962 Banner Elk
3544. Brandon, L. R. (S.C.) 1952 Hildebran
4415. Brannon, J. L., Jr. (Ill.) 1961 Indianapolis, Ind.
2534. Brantley, J. C., Jr. 1930 Raleigh
3259. Brantley, W. C. 1949 Winston-Salem
4549. Braswell, J. W. (S. C.) 1962 Chesterfield, S. C.
3271. Brauer, Evelyn S. (Mrs.) 1949 Jersey City, N. J.
4143. Brazell, M. B. (Ga.) 1959 Warner Robins, Ga.
3701. Brecht, Dorothy V. (Minn.) 1954 Minneapolis, Minn.
3069. Brecht, E. A., Jr. 1944 Monroe, La.

4662. Brennecke, S. H. (S.C.) 1963 Gastonia
4942. Brett, S. E. (Ga.) 1966 Salem, Va.
3028. Brewer, Marsha Hood 1943 Pink Hill
3031. Brewer, S. O., Jr. 1943 Durham
3928. Brickle, R. M. (S. C.) 1956 Stanley
3773. Bridges, A. R. (Ga.) 1954 Rutherfordton
3225. Brinkley, C. S. 1948 Kernersville
3488. Brisson, Edward (S.C.) 1951 St. Pauls
3427. Brisson, L. C. 1951 Fayetteville
4645. Bristol, E. L. (S.C.) 1963 Mt. Airy
3135. Britt, G. H. 1947 Garner
3650. Britt, R. T. 1953 Raleigh
3276. Britt, W. O., Jr. (Ga.) 1949 Durham
4498. Britton, L. B., Jr. (S.C.) 1962 Gastonia
4551. Brock, R. E. (S.C.) 1962 Monroe
3553. Brooks, B. C. 1952 Fayetteville
3785. Brooks, F. G., Jr. 1955 Siler City
4833. Brooks, G. J., Jr. 1965 Siler City
3124. Brooks, H. R. 1946 Sanford
3363. Brookshire, J. E. 1950 Charlottesville, Va.
3015. Brookshire, L. B. 1943 Asheville
2208. Brookshire, L. P. 1924 Asheville
3428. Brothers, A. E. 1951 Elizabeth City
2574. Brown, B. C. 1931 Wilmington
3089. Brown, C. G. (Ga.) 1944 Roanoke, Ala.
3554. Brown, E. T. 1952 Concord
3190. Brown, Ellen M. (Mrs. Wm. C.) 1947 Greensboro
5014. Brown, E. G., Jr. 1967 Wilmington
4106. Brown, H. P. 1958 High Point
3157. Brown, J. H. (Ga.) 1946 China Grove
3019. Brown, Mary G. (Mrs.) 1943 Pompano Beach, Fla.
3982. Brown, M. L. (Colo.) 1957 Fletcher
4682. Brown, R. M. 1964 Tarboro
4610. Brown, R. N. (S. C.) 1963 Richmond, Va.
3226. Brown, W. C. 1948 Greensboro
2913. Browning, A. C. 1940 Greensboro
1394. Browning, B. H. 1908 Littleton
4268. Browning, J. F., Jr. 1960 Greensboro
4467. Browning, Sarah U. (Mrs.) 1962 Richardson, Texas
3643. Bruce, E. W. (S.C.) 1953 Charlotte
4063. Brummitt, R. E. 1958 Chapel Hill
1200. Bryan, W. D. 1904 Tarboro
3498. Bryant, Alvin 1951 Durham
4380. Bryson, Nancy F. (Mrs.) 1961 Indianapolis, Ind.
4372. Bryson, V. D. 1961 Indianapolis, Ind.
4506. Bubin, B. J. (Tenn.) 1962 East Brunswick, N. J.
3445. Buchanan, Christine T. 1951 Vancouver, Wash.
2645. Buchanan, E. W. 1933 Greensboro
2808. Buchanan, E. C. 1938 Kinston
2352. Buchanan, G. G. 1926 Greensboro
4570. Buchanan, G. R. 1963 Greensboro
2676. Buchanan, R. A. 1934 Greensboro
4051. Buckner, W. B. (S.C.) 1957 Statesville
1284. Buhmann, Walter 1905 Asheville
4154. Buie, W. M. 1959 Hickory
2779. Bullard, R. E. 1937 Spring Lake
4269. Bullock, B. W. 1960 Durham
4155. Bullock, J. C., Jr. 1959 Wilmington
4064. Bumgardner, Shirley W. 1958 Norfolk, Va.
2651. Bunch, L. E. 1933 Carolina Beach
3968. Bundy, J. A. (S.C.) 1956 High Point
4872. Bunin, J. T. (N.J.) 1965 Durham
2745. Bunn, R. S. 1936 Elizabeth City
4054. Burch, E. U. (Ga.) 1958 Andrews
4559. Burch, V. G. (Ga.) 1962 Asheville
4560. Burford, W. H. (W. Va.) 1963 Gastonia
3898. Burgiss, T. R. 1956 Taylorsville
2259. Burgiss, T. R. 1925 Sparta
3016. Burnett, J. P., Jr. 1943 Rocky Mount
4443. Burney, H. M. (D.C.) 1961 Winston-Salem
4956. Burnham, Laura G. 1966 Chapel Hill
2858. Burris, L. R. 1939 Valdese
3555. Burris, L. R., Jr. 1952 Valdese
4683. Burroughs, M. W. 1964 Aberdeen
3228. Burrus, B. M. 1948 Canton
2165. Burrus, S. B. (Ga.) 1923 Canton
3984. Burson, J. D. (Ala.) 1957 Reidsville
2544. Burt, M. S. 1930 Durham
4438. Burton, J. T. (Ga.) 1961 Burlington
4507. Burton, Spurgenia R. (Ga.) 1962 Burlington
3526. Busbee, J. A. (S.C.) 1951 Claremont
3520. Bush, W. E. (Ga.) 1951 Memphis, Tenn.
1872. Butler, A. B. 1916 Clinton
4204. Butler, J. G. 1959 Shelby
3008. Butler, Josephine E. (Mrs. G. B.) 1942 Gainesville, Fla.

4107. Butler, R. D. 1958 Tryon
4649. Butt, J. C. (S.C.) 1963 Elizabeth City
2450. Bynum, C. W. 1928 New Bern

C

4877. Cabaniss, J. D. (S.C.) 1965 Spartanburg, S. C.
2914. Cable, M. LeR. 1940 Asheville
4413. Caddell, B. C., Jr. (S.C.) 1961 Oakboro
2473. Cain, C. M. (S.C.) 1929 Henrietta
2050. Cain, L. D. 1921 Concord
4363. Caisse, G. W. (Mass.) 1961 St. Petersburg, Fla.
4514. Caldwell, H. C., Jr. 1962 Maiden
2292. Caldwell, P. L. (Ga.) 1925 Faison
4142. Calhoun, Katherine D. (S.C.) 1959 Lake Junaluska
4409. Calhoun, R. M. (S.C.) 1961 High Point
3364. Callahan, Virginia L. (Mrs.) 1950 Asheville
3876. Callicutt, R. D. 1955 High Point
3989. Cameron, Marcus 1957 Sanford
2637. Cameron, W. L. (S.C.) 1933 Vass
5015. Cameron, W. S. 1967 Lillington
3651. Campbell, C. C. 1953 Maiden
2962. Campbell, E. G., Jr. 1941 Rocky Mount
2219. Campbell, F. E. 1924 Hamlet
1894. Campbell, H. T. 1916 Maiden
3260. Campbell, Lena Silver 1949 Washington, D. C.
1955. Campbell, R. B. 1917 Taylorsville
3652. Campbell, R. B., Jr., 1953 Taylorsville
3051. Canaday, M. S. 1944 Four Oaks
1706. Canaday, R. C. 1913 Four Oaks
3125. Canipe, J. C., Jr. 1946 Stamford, Conn.
3246. Cannon, C. C. (S.C.) 1948 Durham
4684. Capes, K. D. 1964 Mebane
2823. Capps, E. U. 1938 Ahoskie
2502. Cardell, J. C. 1929 Dunedin, Fla.
4571. Carpenter, C. B. 1963 Conover
4957. Carr, R. L. 1966 Rose Hill
4065. Carraway, E. L., Jr. 1958 Windsor
4156. Carraway, Loretta J. (Mrs.) 1959 Williamston
4061. Carriker, Loretta B. 1958 Charlotte
3641. Carroll, G. L. (S.C.) 1953 Wilmington
2617. Carroll, W. W. 1932 Dunn
3499. Carson, Barbara B. 1951 Greenville, S. C.
4738. Carson, C. W. (S.C.) 1964 Greenville, S. C.
2331. Carswell, A. P. 1926 Durham
3017. Carswell, J. H. 1943 Chapel Hill
4314. Carswell, Virgilia H. 1960 Richmond, Va.
4834. Carter, C. W. 1965 Greenville
4108. Carter, D. K. 1958 Raleigh
4205. Carter, L. C. 1959 Four Oaks
3556. Carter, L. H. 1952 Asheboro
3457. Carter, R. E., Jr. 1951 Wilmington
3844. Carter, W. A. 1955 Gastonia
3084. Caruthers, M. R. 1945 Burlington
3871. Cash, J. E. (S.C.) 1955 Rutherfordton
1787. Cassel, A. S. 1914 North Wilkesboro
3247. Cates, L. R. (S.C.) 1948 Blacksburg, S. C.
2900. Caudill, Altajane H. (Mrs. J.) 1940 Elizabethton, Tenn.
3365. Caudill, Jane B. (Mrs.) 1950 Fuquay-Varina
3164. Caudle, Lexie V. 1947 Winston-Salem
2831. Causey, J. H. 1938 Whiteville
3283. Cavanaugh, S. MacD. 1949 Rose Hill
4206. Caviness, Edith Ann 1959 Chapel Hill
4573. Cekada, E. L. 1963 Fort Defiance, Ariz.
4772. Center, R. G. (Ill.) 1964 Highland, Ill.
4618. Chamblee, F. C. 1963 Chapel Hill
2274. Champion, H. O. 1925 Waynesville
2555. Chandler, E. O. (Va.) 1930 Leaksville
3429. Chandler, J. W. 1951 Leaksville
4066. Chandler, Peggy B. (Mrs.) 1958 Concord
2920. Chandley, A. B. 1940 Asheville
4110. Chapman, D. K. 1958 Winston-Salem
2744. Chapman, H. C. 1936 Durham
1775. Chappell, J. C. 1914 Raleigh
4021. Charles, F. R. 1957 Charlotte
4022. Charney, G. B. 1957 Belleville, N. J.
3545. Cheatham, A. B. (Va.) 1952 Southport
4934. Cherry, Florence (Ga.) 1966 Statesville
4023. Cherson, Arnold 1957 Greensboro
4894. Chester, Linda (Mrs.) 1966 Lenoir
4270. Christensen, C. V. 1960 Charlotte
4271. Chronister, D. L. 1960 Hickory
4926. Church, C. D. (Va.) 1966 Cooleemee
2683. Clapp, E. B. 1934 Newton
2668. Clark, C. B., Jr. 1934 Williamston
4301. Clark, D. C. (S.C.) 1960 Boonville
2978. Clark, G. E. 1941 Warsaw
4373. Clark, H. M. 1961 Goldsboro

2341. Clark, W. A. 1926 Hope Mills
3786. Clarkin, J. R., Jr. 1955 Hamlet
4157. Clay, A. S. 1959 Fuquay-Varina
4315. Clay, J. B. 1960 Oxford
2392. Clayton, A. W., Jr. 1927 Durham
3229. Claytor, D. D. 1948 Greensboro
3557. Clelland, Alec W., Jr. 1952 Fayetteville
3921. Clelland, Susan (Mrs.) (S.C.) 1956 Fayetteville
4354. Clifton, W. H. (S.C.) 1960 Taylors, S. C.
3670. Clinard, Betty S. (Mrs.) 1953 Charlotte
2205. Cline, C. E. 1924 New Orleans, La.
1999. Cline, F. H. 1920 Charlotte
3459. Clodfelter, W. A., Jr. 1951 Ahoskie
3492. Cloer, R. A. (Ga.) 1951 Franklin
4788. Cloninger, G. V. 1965 Gastonia
4608. Clow, J. W. (N.D.) 1963 Smithfield
4881. Coakley, R. A. (N. J.) 1965 Teaneck, N. J.
4895. Coats, L. E. 1966 Goldsboro
2042. Cobb, J. L. 1921 High Point
3353. Cobb, T. E. (Ala.) 1950 Salisbury
4410. Cobb, W. R. (Ala.) 1961 Greensboro
3603. Coble, G. S. (S.C.) 1952 Stanley
2608. Coble, J. C. 1932 Greensboro
2747. Cochrane, A. L., Jr. 1936 Jackson
3620. Cocolas, G. H. 1953 Chapel Hill
3500. Coffee, H. M. 1951 Thomasville
4858. Coffey, R. D. 1965 Kannapolis
3558. Cogdell, H. P. 1952 Goldsboro
3787. Cohen, R. I. 1955 Kinston
3653. Cole, A. F., Jr. 1953 Roxboro
2226. Cole, T. R. (Ga.) 1924 Sanford
4040. Coleman, C. C. (Va.) 1957 Raleigh
3990. Coleman, R. A. 1957 Haw River
4462. Coley, Barbara B. 1962 Rocky Mount
4024. Coley, W. N. 1957 Raeford
2886. Colina, G. D. (S.C.) 1940 Charlotte
3091. Collette, R. W. (S.C.) 1945 Mocksville
4574. Collette, R. W., Jr. 1963 Mocksville
4685. Collias, Nick 1964 Charlotte
4338. Collier, B. J. (Ark.) 1960 Jacksonville
3085. Collier, Halcyone B. 1945 St. Petersburg, Fla.
3284. Collins, B. F., Jr. 1949 Greensboro
3288. Collins, Doris G. 1949 Greensboro
4896. Coln, W. G. 1966 Arlington, Va.
4067. Comstock, S. E. 1958 Belmont
2542. Connell, J. P. B. 1930 Henderson
4958. Connelly, F. A. 1966 Arlington, Va.
4948. Connelly, M. L., Jr. (S. C.) 1966 Winston-Salem
4686. Cook, B. E. 1964 Greensboro
1981. Cooke, D. B. (Tenn.) 1919 Weldon
2876. Cooke, H. M., Jr. 1939 Winston-Salem
4101. Cooke, Lucius (S. C.) 1958 Statesville
4575. Cooke, Mary S. 1963 Greensboro
4193. Cooley, G. A. (Va.) 1959 Waynesboro, Va.
4468. Cooper, G. S. 1962 Lexington
4605. Cooper, R. D. (S.C.) 1963 Charlotte
1900. Copeland, R. R. 1916 Ahoskie
4897. Coppage, R. L. 1966 Athens, Ga.
4272. Coppedge, R. F., Jr. 1960 Asheville
4068. Copses, C. P. 1958 Charlotte
4422. Copses, J. P. 1961 Charlotte
3107. Corbett, Muriel U. 1945 Lake Charles, La.
4137. Corbitt, H. V. (Ga.) 1958 Gastonia
2777. Cornwell, A. H. 1937 Lincolnton
2669. Cornwell, G. T. 1934 Morganton
4959. Corripio, J. J. 1966 Greensboro
3075. Corwith, F. H. 1945 Southampton, N. Y.
4988. Cottongim, J. C. (Ky.) 1966 Manchester, Ky.
4069. Courts, B. C. 1958 Chapel Hill
4111. Courts, Ellyn G. 1958 Chapel Hill
4892. Cover, R. E. (Pa.) 1966 Charlotte
4207. Cowan, L. B. 1959 Sylva
4273. Cowan, M. R. 1960 Washington
3140. Cowan, W. L. (S.C.) 1946 Forest City
4253. Coward, B. T. (S.C.) 1959 Landis
1452. Cox, M. H. 1909 Biltmore
4739. Cox, R. L. 1964 Sanford
4441. Cox, R. L. (W. Va.) 1961 Raleigh
2138. Cox, R. O. (Mich.) 1923 Winston-Salem
2925. Cox, Rupert 1940 Dunn
2992. Cox, Ruth M. (Mrs.) 1942 Winston-Salem
3252. Craft, R. E. (S.C.) 1948 Gastonia
4607. Craig, Jean B. (Tenn.) 1963 Summit, N. J.
2825. Craig, L. B. 1938 Aberdeen
3640. Craig, W. D., Jr. (S.C.) 1953 Charlotte
2276. Craig, W. F. 1925 Charlotte
4983. Crane, R. M. (Ill.) 1966 Wilmington

4960. Cranford, D. M. 1966 Asheboro
1684. Craven, C. H. 1912 Raleigh
2864. Crawford, H. D. 1939 Black Mountain
4374. Creech, H. W. 1961 High Point
2822. Creech, J. L. 1938 Smithfield
4935. Creech, Jos. A., Jr. (Ga.) 1966 Selma
2699. Creech, L. R. 1935 Oxford
3736. Creech, W. G. 1954 Smithfield
2623. Creech, W. H. 1932 Selma
3933. Creekmore, R. L. 1956 Riegelwood
3834. Creticos, S. P. (S.C.) 1955 Charleston, S. C.
4158. Crevar, G. E. 1959 Auburn, Ala.
3608. Crispens, W. E. (Md.) 1952 Charlottesville, Va.
4246. Crocker, A. A., Jr. (S.C.) 1959 Greer, S. C.
4188. Croft, C. D. (Ala.) 1959 Belmont
2752. Cromley, R. I. (Ga.) 1937 Raleigh
4208. Cromley, R. I., Jr. 1959 Raleigh
4258. Crosby, E. D. (S.C.) 1960 Walterboro, S. C.
4366. Crosby, W. L. (S.C.) 1961 Drexel
4469. Crouch, P. F. 1962 Asheville
3169. Crowe, D. F. (Ga.) 1947 Oteen
2773. Crowell, C. M., Jr. 1937 Mooresville
2681. Crumpler, L. H. 1934 Raleigh
4070. Crumpler, W. A. 1958 New Bern
2001. Crutchfield, T. G. 1920 Greensboro
4821. Cuicchi, A. C. (Miss.) 1965 Asheville
4961. Culbertson, J. B. 1966 Coral Gables, Fla.
2862. Culbreth, G. McK. 1939 Aberdeen
1609. Culpepper, F. D. 1911 Louisburg
4880. Curry, J. B., Jr. (S.C.) 1965 Greenville, S. C.
2464. Curtis, J. R. 1928 Bessemer City
3789. Curtis, T. E. 1955 Waynesville

D

3076. Dameron, H. G. 1945 Tabor City
2863. Daniel, A. G. 1939 Portsmouth, Va.
1692. Daniel, E. C. 1913 Zebulon
3654. Daniels, H. H. 1953 Ahoskie
4656. Daniels, L. A. (W. Va.) 1963 Winter Haven, Fla.
3136. Dantzler, S. A. (S.C.) 1946 Enka
2830. Darden, R. J. 1938 Clinton
3274. Darling, A. J. (Idaho) 1949 Candler
2099. Darlington, J. M. (Va.) 1922 Winston-Salem
4375. Daughtry, B. P. 1961 Smithfield
4423. Daughtry, R. L. 1961 Beaufort
3033. David, J. P. 1943 Columbia
4687. Davis, A. H. 1964 Winston-Salem
3367. Davis, A. L. 1950 Statesville
4898. Davis, C. M., Jr. 1966 Winston-Salem
2343. Davis, D. R. 1926 Williamston
4112. Davis, D. R., Jr. 1958 Williamston
4576. Davis, G. W., Jr. 1963 Elizabeth City
4619. Davis, J. B. 1963 Albemarle
4688. Davis, J. D. 1964 Pleasant Garden
4689. Davis, J. L. 1964 High Point
1740. Davis, J. W. 1914 Edenton
2965. Davis, McDonald, Jr. 1941 Smithfield
2855. Davis, M. L. 1939 Elm City
3352. Davis, M. W., II (S.C.) 1950 Fair Bluff
4376. Davis, T. P. 1961 Yanceyville
4515. Davis, Walter I. 1962 Raleigh
3533. Davis, W. E. 1952 Reidsville
3934. Dawkins, W. A., Jr. 1956 Clinton
4936. Dawson, Gertrude R. (Mrs.) (Ind.) 1966 Gastonia
4887. Dawson, J. A., Jr. (Ind.) 1966 Charlotte
3559. Day, H. V. 1952 Spruce Pine
2498. Dayvault, F. W. 1929 Lenoir
4690. Deadwyler, C. R., Jr. 1964 Salisbury
2281. Deal, H. M. 1925 Lenoir
3690. Dean, F. S. (S.C.) 1953 Lumberton
3897. Dean, J. A. (Ga.) 1956 Asheboro
3832. Deaton, C. E. 1955 Liberty
4209. Deaton, D. J. 1959 Martinsville, Va.
4577. Deaton, J. F., Jr. 1963 Liberty
4362. Deavers, W. T. (La.) 1961 Charlotte
3119. Dees, R. R. 1946 Burgaw
4128. DeLozier, T. M. (Tenn.) 1958 Robbinsville
4691. DeMary, Delores B. 1964 Fairmont, W. Va.
3368. Dement, W. T. 1950 Oxford
4692. Denning, L. E. 1964 Raleigh
2476. Dennis, C. M. (S. C.) 1928 Lincolnton
4210. Denny, K. E. 1959 Winston-Salem
3790. Denson, M. D. 1955 Burlington
3176. Dente, M. A. (N.J.) 1947 Charlotte
4953. de Ojalvo, S. B. B. 1966 Brooklyn, N. Y.
2832. Dever, J. H. 1938 Greensboro
3877. Dever, R. J. 1955 Leaksville
4899. Devereux, Jerry (Mrs.) 1966 Jacksonville
3501. Dewar, R. L. 1951 La Grange

4548. Dickerson, J. B. (Ga.) 1962 Athens, Ga.
3935. DiFazio, Constance (Mrs.) 1956 Charlottesville, Va.
2386. Dill, G. W., Jr. 1927 Morehead City
4211. Dillard, G. J. 1959 Graham
2923. Dillon, H. E. 1940 Elkin
3369. Dimmick, G. B., Jr., 1950 Charlotte
3143. Dingler, K. L. 1946 Shelby
4159. Dixon, Charles Thomas 1959 Winston-Salem
4470. Dixon, S. G. 1962 Goldsboro
3359. Dixon, W. R. (Ga.) 1950 Charlotte
4377. Dockery, W. P. 1961 Statesville
2600. Dodd, C. N. (Va.) 1932 Windsor
4962. Doggestt, W. C. 1966 Greensboro
3560. Dollar, A. C., Jr. 1952 Winston-Salem
3655. Dollar, L. C. 1953 Apex
4200. Donnelly, Thomas Milton (Tenn.) 1959 Asheville
3676. Douglas, F. L. (La.) 1953 Winston-Salem
3607. Dover, B. F. (Ga.) 1952 Memphis, Tenn.
3824. Dover, H. J. (Ala.) 1955 Asheville
1911. Dowdy, D. A. 1917 High Point
3737. Dowdy, D. A., Jr. 1954 High Point
4316. Dowdy, D. C. 1960 Greensboro
3431. Dowdy, J. H. 1951 High Point
3991. Doyle, L. B., Jr. 1957 Raleigh
4940. Drain, G. W. (Pa.) 1966 Drexel Hill, Pa.
4736. Duane, J. P. (S.C.) 1964 Tampa, Fla.
4731. DuBose, Mary S. (S.C.) 1964 Chesnee, S. C.
2702. Dudley, W. G., Jr. 1935 Reidsville
4212. Duggins, Jack Steven 1959 Asheboro
2964. Duguid, Helen W. 1941 Kinston
3561. Dukes, W. S. 1952 Greensboro
4651. Duncan, N. W. (S.C.) 1963 Maxton
3878. Dunlap, H. H., Jr. 1955 Siler City
3502. Dunlap, R. H. 1951 Winston-Salem
4274. Dunn, B. M. 1960 High Point
4516. Dunn, E. M. 1962 Leaksville
3978. Dunn, M. O. (Va.) 1956 Bristol, Tenn.
5045. Durand, E. M. (Va.) 1967 Norfolk, Va.
1961. Durham, C. T. 1917 Chapel Hill
4173. Dutton, Christine Becky 1959 Fayetteville
4113. Dutton, G. R. 1958 Valdese
4378. Dutton, M. W. 1961 Hickory
3738. Duvall, C. J. 1954 Brevard

E

2791. Eadie, E. B. (S.C.) 1938 Charlotte
4349. Eakle, A. F. (W. Va.) 1960 Mooresville
4693. Eargle, Carol C. 1964 Raleigh
2712. Easley, Willa V. (D.C.) 1935 Henderson
4900. Eason, W. G. 1966 Rocky Mount
3114. Eberly, M. D. (Ind.) 1946 St. Petersburg, Fla.
3093. Edmonds, G. H. (S.C.) 1944 Greensboro
2891. Edmonds, M. M. (Mo.) 1940 Greensboro
4071. Edmondson, E. W. 1958 New Bern
3094. Edwards, G. B. (Ga.) 1944 Wake Forest
3491. Edward, J. C. (Ala.) 1951 Wilmington
3286. Edwards, J. W. 1949 Winston-Salem
2867. Edwards, L. K., Jr. 1939 Stantonsburg
4318. Edwards, P. F. 1960 Whiteville
4553. Edwards, R. L. (S.C.) 1962 Rutherfordton
4789. Edwards, R. W., Jr. 1965 Rocky Mount
2940. Edwards, S. McD., Jr. 1941 Ayden
1922. Edwards, S. McG. 1917 Ayden
4517. Egbert, J. M. 1962 Greensboro
3919. Eidam, B. H., Jr. (Ga.) 1956 Waynesville
4126. Eidam, Carol J. P. (Mrs.) (Ga.) 1958 Waynesville
4938. Elder, J. A. (Miss.) 1966 High Point
4379. Elkins, J. W. 1961 Fayetteville
4859. Eller, R. R. 1965 West Jefferson
3077. Elliott, A. G., Jr. 1945 Fuquay-Varina
4518. Elliott, Rebecca H. (Mrs.) 1962 Greensboro
4790. Elliott, W. McB., Jr. 1965 Salisbury
4766. Ellis, E. R. (Ga.) 1964 Raleigh
4945. Ellis, J. E. (Ohio) 1966 Belhaven
2266. Ellis, W. D. 1925 Martinsville, Va.
3221. Ellison, J. M. (Fla.) 1948 Winston-Salem
3791. Elmore, O. A., Jr. 1955 Raleigh
4364. Elvington, P. L., Jr. (S.C.) 1961 Fair Bluff
4244. Erwin, J. D. (Ky.) 1959 Rockingham

3070. Estes, J. C., Jr. 1944 Reidsville
1457. Etheridge, S. B. 1909 Washington
2008. Etheridge, T. J., Jr. 1920 Bailey
1859. Eubanks, J. N. 1916 Greensboro
4578. Eutsler, T. M. 1963 Marion
3699. Evans, A. W. (La.) 1954 DeKalb, Ill.
4791. Evans, C. E., Jr. 1965 Whiteville
4114. Evans, D. M. 1958 Oxford
4933. Evans, D. N. (Ga.) 1966 Atlanta, Ga.
3937. Evans, F. H. 1956 Greensboro
3432. Evans, Flora Nell 1951 Durham
4014. Evans, H. E. (S.C.) 1957 Rutherfordton
2686. Evans, J. E. 1934 Marion
4620. Evans, L. C. 1963 Elizabethtown
2170. Evans, W. B. (Ga.) 1923 Greensboro
4989. Evans, W. L. (Ga.) 1966 Leaksville

F

3358. Faircloth, V. L. (S.C.) 1950 Charlotte
3562. Fairley, R. B. 1952 Salisbury
4566. Farmer, J. F. (Ala.) 1963 Greensboro
2687. Farmer, W. F. 1934 Warrenton
4860. Farmer, W. F., Jr. 1965 Wendell
4781. Farr, W. R. (Ga.) 1965 Asheville
4275. Farrar, J. E. 1960 Greensboro
4519. Farrior, W. S. 1962 Greensboro
4196. Faucett, J. W., Jr. (S.C.) 1959 Greensboro
4381. Faulkner, E. G. 1961 Monroe
4276. Fayed, F. T. 1960 Roanoke Rapids
3255. Feagin, E. L., Jr. (Ala.) 1949 Hendersonville
3521. Feagin, L. E. (Iowa) 1951 Hendersonville
3127. Fearing, M. K., Jr. 1946 Manteo
4277. Fearing, W. B., Jr. 1960 Manteo
3678. Feeney, B. A., Jr. (Ga.) 1953 Asheville
5044. Fenev, D. P. (N.Y.) 1967 College Point, N. Y.
4998. Fenev, V. P. (N. Y.) 1967 Ft. Bragg
3370. Ferguson, C. McD., Jr. 1950 Siler City
2194. Ferguson, H. Q. 1924 Randleman
3705. Ferguson, J. F., Jr. 1954 Raleigh
2467. Ferguson, J. S. 1928 Fayetteville
3706. Ferguson, L. M. 1954 Taylorsville
3769. Ferguson, L. E. (Ky.) 1954 Winston-Salem
3332. Fincher, E. M. 1950 Tryon
5003. Fish, A. H. (S. C.) 1967 Monroe
3707. Fisher, C. G. 1954 Thomasville
3795. Fisher, Don Hedrick (Mrs.) 1955 Thomasville
1946. Fisher, Lester 1917 Statesville
3938. Fisher, L. J. 1956 Statesville
3462. Fisher, P. L. 1951 Elkin
1861. Fitchett, C. E. 1916 Dunn
3679. Fitzgerald, F. B., Jr. (Ala.) 1953 Hickory
3261. Fleming, O. G. 1949 Smithfield
4160. Fleming, R. E., Jr. 1959 Rocky Mount
3201. Fleming, Velma (Va.) 1947 War, W. Va.
3621. Fletcher, J. H. 1953 Valdese
5048. Flood, T. V. (N.Y.) 1967 Stony Brook, N. Y.
3739. Floyd, C. M., Jr. 1954 Roanoke Rapids
5050. Floyd, T. A., Jr. (Ga.) 1967 Asheville
3018. Flynn, H. L. 1943 Winston-Salem
3433. Forbus, B. M. 1951 Clarksville, Tenn.
2255. Fordham, C. C., Jr. 1925 Greensboro
1487. Fordham, C. M. 1909 Greensboro
4768. Forman, D. E. (Ohio) 1925 No. Miami, Fla.
2652. Forrest, B. B. 1933 Hillsboro
3333. Forrest, W. G. 1950 Gastonia
3896. Forrester, P. R. (S.C.) 1956 Concord
4050. Forsyth, A. R. (Ohio) 1957 Concord
3637. Foss, E. L. (Maine) 1953 Buena Vista, Va.
2332. Foster, D. W. 1926 Asheville
4278. Foster, R. W. 1960 Greensboro
4861. Foster, W. L. 1965 Mocksville
3258. Fowler, Evelyn B. (Mrs.) 1949 Salisbury
3862. Fowler, J. D. (S.C.) 1955 Clarkton
3672. Fox, Carolyn T. 1953 Winston-Salem
3846. Fox, E. L. 1955 Brooklyn, N. Y.
2781. Fox, H. S. 1937 Winston-Salem
2942. Fox, J. C., Jr. 1941 Chapel Hill
2843. Fox, J. H. 1939 Asheboro
3036. Fox, Margaret L. 1943 Chapel Hill
4279. Fraley, T. M. 1960 Statesville
3150. Franklin, R. E. (Miss.) 1946 Greensboro
4665. Franzen, D. P. (Mich.) 1964 Greensboro
4835. Frazier, J. C. 1965 High Point
3879. Freeman, J. H. 1955 Dublin
4901. Freeman, N. F., Jr. 1966 Henderson
4072. Freeman, P. D. 1958 Richmond, Va.
4774. French, LeMarr L. (Ohio) 1964 Euclid, Ohio

3622. Friday, J. P. 1953 Gastonia
3644. Fritsche, T. R. (N.J.) 1953 Sarasota, Fla.
2536. Frontis, S. W. 1930 Greensboro
3792. Frostick, W. L. 1955 Laurinburg
3563. Fulbright, K. N. 1952 Greensboro
1434. Fullenwider, Phifer 1908 Winston-Salem
2979. Fuller, E. R. 1941 Salisbury
4694. Fuller, W. H., Jr. 1964 Greensboro
4213. Fulton, J. W. 1959 Welcome
4883. Furman, J. C. (Ga.) 1965 Boone
2928. Futrell, C. L. 1940 Raleigh

G

3463. Gabriel, J. C. 1951 Troutman
3611. Gaddy, C. B., Jr. (S.C.) 1952 Charlotte
3464. Gaddy, C. H. 1951 Clinton
2898. Gaddy, E. P. 1940 Greensboro
2943. Gaddy, Phil 1941 Marshville
4382. Gaddy, R. C. 1961 Clinton
3139. Gaddy, R. L., Jr. (Fla.) 1946 Tallahassee, Fla.
4642. Gallogly, E. F. (S.C.) 1963 Clio, S. C.
2770. Galloway, A. E. 1937 Charlotte
3870. Gamboa, I. C. (Va.) 1955 Fayetteville
3416. Gammon, H. O. (Mo.) 1950 Reidsville
3414. Gardiner, P. L. (R.I.) 1950 Greensboro
4344. Gardner, C. C. (S.C.) 1960 Camden, S. C.
3319. Gardner, J. T. 1949 Mooresville
2286. Gardner, Mattie S. 1925 Charlotte
1403. Gardner, T. L. 1908 Reidsville
3334. Gardner, W. S. 1950 Burlington
1954. Garner, C. V. 1917 Warsaw
2465. Garren, F. O. 1928 Black Mountain
4420. Garrett, R. L. (Va.) 1961 Lynchburg, Va.
2039. Garrett, Y. D., Jr. 1920 Durham
4471. Garrou, Ann B. (Mrs.) 1962 Valdese
1877. Gaskins, W. F. 1916 New Bern
4261. Gaskins, W. F., Jr. (S.C.) 1960 New Bern
2022. Gatling, T. R. (S.C.) 1920 Reidsville
4383. Gattis, H. I., Jr. 1961 Raleigh
3740. Gaylord, J. T. 1954 Wyckoff, N. J.
5016. Gebhardt, Margaret C. (Mrs.) 1967 Raleigh
4730. Gee, B. B. (Va.) 1964 Washington
4902. Geer, R. M. 1966 Charlotte
3760. Geis, V. L. (Ill.) 1954 Hendersonville
4621. George, P. L., Jr. 1963 Rural Hall
3230. Gerlinger, J. J. 1948 Rocky Mount
4472. Gibson, C. T. 1962 Goldsboro
3927. Gibson, J. H. (S. C.) 1956 Rockingham
4826. Gibson, Natalie V. (Ga.) 1965 Arcadia, Calif.
4384. Gibson, W. S. 1961 Goldsboro
4554. Giddens, J. T. (Ga.) 1962 Smyrna, Ga.
4026. Gidney, C. E. 1957 Columbus, Ohio
4615. Giffen, E. M. (S.C.) 1963 Charlotte
3371. Gilbert, L. E., Jr. 1950 Wagram
2784. Gilbert, L. M., Jr. 1937 Maxton
4963. Gilbert, Sandra J. 1966 High Point
4245. Giles, C. N. (S.C.) 1959 Mooresville
4149. Giles, R. T. (S.C.) 1959 Candor
3793. Gillespie, C. B., Jr. 1955 Burnsville
3465. Gilliam, A. B., Jr. 1951 Reidsville
2257. Gilliam, W. A. 1925 Winston-Salem
3682. Gilmore, L. M. (S.C.) 1953 Kannapolis
4853. Gladden, H. Q. (S. C.) 1965 Blowing Rock
3922. Gleissner, Amata H. (Mrs.) (S. C.) 1956 Chapel Hill
2701. Glenn, R. A. 1935 Denton
4215. Glover, W. F., Jr. 1959 Pensacola, Fla.
4280. Godette, Wallace 1960 New York, N. Y.
3868. Godfrey, J. K. (Ga.) 1955 Murphy
2624. Godwin, C. F. 1932 Pine Level
4216. Goforth, Joseph Philip 1959 Asheville
4792. Goldman, R. M. 1965 Winston-Salem
4836. Gonzalez, A. H. 1965 Greenville
4622. Gooch, J. H. 1963 Greensboro
4579. Good, L. B. 1963 Mt. Airy
2119. Goode, B. S. 1923 Statesville
2294. Gooden, D. T. (Va.) 1926 Grottoes, Va.
1709. Goodrum, C. S. 1913 Davidson
2899. Goodwin, M. N. 1940 Beaufort, S. C.
4473. Goodwin, S. S. 1962 Marshville
3884. Gordon, Freda H. (Mrs.) 1955 Norfolk, Va.
4474. Gordon, R. L. 1962 Cary
2629. Gordon, T. W. 1932 Thomasville
4339. Gore, J. R. (S.C.) 1960 Albemarle
3708. Gowan, S. W. 1954 Wallace
4740. Grabs, O. O., Jr., 1964 King
4452. Graham, A. H. (Miss.) 1961 Jackson, Miss.

3623. Graham, C. C. 1953 Greensboro
3992. Graham, H. N. 1957 Charlotte
3262. Graham, L. I. 1949 Wallace
3880. Graham, W. W. 1955 Monroe
3656. Grandy, J. I. 1953 Charlotte
5053. Grant, J. R. (Ga.) 1967 Clermont, Fla.
3466. Grantham, J. G. 1951 Charlotte
2771. Grantham, R. B. 1937 Red Springs
4356. Grasnick, G. F. (N. J.) 1960 Brevard
4991. Gravitte, A. P. (S. C.) 1966 Mount Airy
3972. Gray, J. W., Jr. (Texas) 1956 Charlotte
4964. Gray, R. A. 1966 Newport
4783. Gray, W. W., Jr. (S.C.) 1965 St. Pauls
4650. Green, J. H., Jr. (Texas) 1963 Charlotte
2944. Greene, H. W. 1941 Wilmington
3534. Greene, J. P. 1952 Boone
4027. Greene, J. S. 1957 Lenoir
3165. Greenspan, Joseph 1947 Charlotte
2217. Greenwood, A. M. 1924 High Point
3467. Greeson, H. C. 1951 Sanford
4580. Greeson, J. D. 1963 Thomasville
4604. Gregory, G. A. (S.C.) 1963 Charlotte
4417. Gregory, R. L. (S.C.) 1961 Mooresville
3096. Gregory, W. S. (S.C.) 1944 Shelby
3564. Gresham, J. W. 1952 Wilson
3895. Gretz, Margaret (Mass.) 1955 Hendersonville
2736. Greyer, Mary Alice B. 1936 Bryson City
3231. Griffin, E. W., Jr. 1948 Kings Mountain
3289. Griffin, S. D., Jr. 1949 Burlington
3565. Griffin, W. C. 1952 Raleigh
3848. Griffin, W. C. 1955 Roanoke Rapids
2508. Griffin, W. R. 1929 Raleigh
4281. Griffin, W. R., Jr., 1960 Charlotte
1374. Griffith, Wiltshire 1907 Hendersonville
3741. Griffith, Wiltshire, Jr. 1954 Hendersonville
4793. Griggs, W. W., Jr. 1965 Albemarle
1829. Grimes, G. D. 1915 Robersonville
4732. Grose, J. T. III (W. Va.) 1964 Greensboro
3542. Gross, N. R. (S.C.) 1952 Whiteville
2055. Guion, C. L. 1921 Aberdeen
2056. Guion, H. N. 1921 Marshville
4475. Gupton, A. C. 1962 Louisburg
1856. Gurley, W. B. 1916 Windsor
2829. Guthrie, C. H. 1938 Beaufort

H

4965. Habrat, Nancy Jane 1966 Charlotte
3794. Hackney, E. W. 1955 Lumberton
3993. Hackney, Sara J. 1957 Lumberton
4884. Hager, G. P., Jr. (Md.) 1966 Chapel Hill
4161. Hagwood, R. G. 1959 Dobson
2273. Hair, R. C. 1925 Pineville
1939. Hairston, R. S. 1917 Winston-Salem
3050. Haith, J. W., Jr. 1944 Gary, Indiana
4282. Haithcock, J. R. 1960 Mt. Gilead
4695. Hall, H. E. 1964 Candler
4520. Hall, H. G., Jr. 1962 Asheboro
4457. Hall, H. J. (S.C.) 1962 Lexington
2381. Hall, J. M., Jr. 1927 Wilmington
2265. Hall, J. P. 1925 Oxford
3290. Hall, R. B. 1949 Mocksville
2282. Hall, S. B. 1925 Mocksville
2189. Hall, S. C. 1924 Oxford
2844. Halsey, W. B. 1939 Sparta
4283. Hambright, Joanne B. (Mrs.) 1960 Lumberton
4416. Hames, H. J. (S.C.) 1961 Kannapolis
3917. Hamilton, S. W. (Ga.) 1956 Starke, Fla.
3128. Hamlet, J. E. 1946 Paris, Tenn.
1307. Hamlet, Reginald 1906 Raleigh
2945. Hamlin, V. C., 1941 Raleigh
4360. Hammond, H. L. (Ga.) 1961 Greensboro
3609. Hankey, L. C. (Pa.) 1952 Enka
4385. Hansen, E. L. 1961 Charlotte
2850. Hardee, A. K., Jr. 1939 Charlotte
2388. Hardee, W. E. 1927 Charlotte
4742. Hardin, K. P., Jr. 1964 Forest City
4284. Hardy, C. E. 1960 La Grange
3129. Hardy, R. W. 1946 Concord
3899. Hargett, C. B. 1956 Greenville
4903. Hargis, R. L. 1966 Graham
3709. Harman, J. F., Jr. 1954 Lexington
4521. Harmon, W. S. 1962 Hertford
3495. Harper, J. E. (S. C.) 1951 Fredericksburg, Va.
4818. Harper, J. P. (Miss.) 1965 Gastonia
4904. Harper, R. R., Jr. 1966 Kings Mountain
4386. Harper, W. J. 1961 Jacksonville
2456. Harper, W. L. 1928 Hendersonville
4115. Harrell, O. C. 1958 Winston-Salem

3731. Harrelson, W. H. (S.C.) 1954 Tabor City
4028. Harrington, G. K. 1957 Fayetteville
4581. Harris, Anne H. 1963 Greenville
4148. Harris, Fenton Hayes, Jr. (D.C.) 1959 Asheville
3710. Harris, G. W. 1954 Chapel Hill
2209. Harris, J. C. 1924 Durham
3566. Harris, J. C., Jr. 1952 Durham
3263. Harris, L. C. 1949 Cliffside
4905. Harris, Lynda C. (Mrs.) 1966 Winston-Salem
3634. Harris, R. O. (S.C.) 1953 Charlotte
4348. Harris, R. P. (S.C.) 1960 Hope Mills
4355. Harris, Savannah B. (S.C.) 1960 Lumberton
4217. Harris, T. E., Jr. 1959 Conover
4286. Harris, Virginia H. 1960 Shelby
2616. Harris, W. B. 1932 High Point
3567. Harrison, J. R. 1952 Troy
3123. Harrison, J. W. 1946 Asheville
3264. Harrison, R. F. 1949 Draper
4218. Harrison, S. V. 1959 Walnut Cove
4522. Harriss, W. F. 1962 High Point
2682. Hartis, G. C. 1934 Winston-Salem
4582. Hartis, G. C., Jr. 1963 Winston-Salem
4696. Hartis, Margaret M. 1964 Winston-Salem
3536. Harward, B. R. 1952 Raleigh
4697. Harwood, G. E. 1964 Charlotte
3657. Hatcher, J. E. 1953 Kenansville
4523. Hathcock, J. A., Jr. 1962 Winston-Salem
4583. Hatley, G. M. 1963 Marshville
3568. Hauss, H. L. 1952 China Grove
3489. Hawkins, A. R., Jr. (N.D.) 1951 Jamestown, N. D.
3335. Hawkins, C. B. 1950 Bryson City
3624. Hawkins, C. I. 1953 Madison
3291. Hawkins, H. B. 1949 Wilkesboro
4319. Hawkins, J. N. 1960 Asheville
3772. Hawkins, P. E. (Ga.) 1954 Charlotte
4764. Hawks, R. E. (Tenn.) 1964 Rogersville, Tenn.
1865. Hayes, G. E. 1916 Hickory
4698. Hayes, H. F. 1964 Mt. Airy
4794. Hayes, Sara B. (Mrs.) 1965 Mt. Airy
4565. Healy, G. P. (Ga.) 1963 Winston-Salem
4163. Heath, I. L., Jr. 1959 Perry Point, Md.
3336. Heath, R. E. 1950 Burlington
3941. Heath, R. V. 1956 Snow Hill
4966. Heatherington, T. W. 1966 Gastonia
3617. Heaton, P. H., Jr. (S.C.) 1953 Wilmington
4743. Hedgepeth, M. E. 1964 Henderson
3078. Hege, G. D. 1945 Whiteville
3292. Hemingway, C. E. 1949 Charlotte
4285. Hemingway, F. McC. 1960 Bethel
3664. Hemingway, Mary F. 1953 Charlotte
1949. Henderlite, J. W. 1917 St. Louis, Mo.
2376. Henderson, G. E. 1927 Shallotte
1718. Henderson, J. L. 1913 Salisbury
2756. Hendrick, A. B. (S.C.) 1937 Kannapolis
4744. Hendrix, J. F. 1964 Murphy
2877. Hendrix, J. O'N. 1939 Asheville
3032. Henley, J. T. 1943 Hope Mills
2841. Henriksen, H. E. (S.C.) 1939 Wilmington
4623. Henry, Margaret M. (Mrs.) 1963 Tulsa, Okla.
3796. Herrin, J. C. 1955 Henderson
3797. Herring, E. N. 1955 Myrtle Beach, S. C.
3058. Herring, R. McP. 1944 Clinton
3569. Herring, W. I. 1952 Clinton
3985. Hickman, J. H. (S.C.) 1957 Charlotte
4387. Hickmon, J. R. 1961 Ahoskie
4837. Hickmon, L. E. 1965 Wilmington
2643. Hickmon, W. L. 1933 Wilmington
2677. Hicks, A. M. 1934 Pikeville
1493. Hicks, C. G. 1909 Raleigh
3337. Hicks, Jean S. (Mrs.) 1950 Raleigh
4508. Hicks, J. O. (Ala.) 1962 Walnut Cove
3881. Higdon, M. L. 1955 Forest City
4699. Hill, A. L., III 1964 Durham
4673. Hill, C. E. (Ga.) 1964 Blairsville, Ga.
4967. Hill, Christie E. 1966 Durham
4700. Hill, D. C. 1964 Kinston
2509. Hill, G. L. 1929 Henderson
3882. Hill, J. A. 1955 Charlotte
4932. Hill, W. J. (Va.) 1966 Henderson
4654. Hilliard, R. J. (Iowa) 1963 Hendersonville
4424. Himes, C. F. 1961 Brevard
3883. Hines, R. M. 1955 Birmingham, Ala.
4219. Hinton, Malory Hugh 1959 Raleigh
3711. Hix, D. T. 1954 Gibsonville
2390. Hobbs, Alden 1927 Kinston
3747. Hobbs, Martha S. (Mrs.) 1954 Kinston
2012. Hocutt, D. D. 1920 Henderson

3105. Hoffman, E. N. (S.C.) 1945 Lumberton
1752. Hoffman, J. F., Jr. 1914 High Point
3601. Hoffman, W. C. (Va.) 1952 Greensboro
2122. Hogan, A. L. 1923 Kinston
2549. Hoggard, C. R. 1930 Falls Church, Va.
3104. Hohl, Marguerite W. 1945 Jacksonville, Fla.
4951. Holding, T. E., III (Ala.) 1966 Wake Forest
3685. Holland, J. S. (S.C.) 1953 Winston-Salem
3007. Holland, L. L. 1942 Hamlet
4968. Holland, N. V. 1966 Chapel Hill
2019. Holland, R. F. (Ga.) 1919 Sea Level
3002. Holland, T. M. 1942 Mount Holly
1240. Holland, W. F. 1905 Mount Holly
4906. Holleman, C. E. 1966 Raleigh
4838. Hollingsworth, J. W. 1965 Rocky Mount
4997. Holloway, D. A. (Pa.) 1967 Durham
4164. Hollowell, A. E. 1959 Raleigh
2734. Hollowell, W. C. 1936 Greenville
3043. Hollowell, W. H., Jr. 1944 Edenton
4049. Holmes, W. B., III (Tenn.) 1957 Knoxville, Tenn.
3171. Holt, Ernest (S.C.) 1947 Forest City
2695. Holt, F. A. 1935 North Wilkesboro
3266. Holt, Maryellen M. 1949 Spartanburg, S. C.
3658. Holt, W. S. 1953 Indianapolis, Ind.
4307. Honaker, S. G. (W.Va.) 1960 Winston-Salem
4795. Honeycutt, B. W. 1965 Franklinton
2868. Honeycutt, G. W. 1939 Rockingham
4321. Honeycutt, H. R. 1960 Raleigh
4584. Honeycutt, M. Z., Jr. 1963 Gastonia
3918. Hood, India (Tenn.) 1956 Kinston
1595. Hood, J. C. 1911 Kinston
3293. Hood, J. C., Jr. 1949 Kinston
4322. Hood, J. D. 1960 Morganton
1712. Hood, P. C. 1913 Dunn
4388. Hood, R. L. 1961 Pink Hill
2283. Hood, T. R. 1925 Dunn
1782. Hooper, F. L. 1914 Sylva
2930. Hooper, J. L., Jr. (Ga.) 1941 Hiawassee, Ga.
3188. Horne, H. R. 1947 Fayetteville
3338. Horner, Lucille Earl 1950 Charlotte
1844. Horsley, J. T. 1915 Belmont
3537. Horton, J. P., Jr. 1952 Wilkesboro
3570. Horton, W. D. 1952 Wilkesboro
3503. Horton, W. P. 1951 Wilson
2175. Hough, J. T. (S.C.) 1923 Charlotte
4873. Houghtaling, D. H. (Mich.) 1965 Waynesville
1522. House, Joseph 1910 Beaufort
3267. House, Joseph, Jr. 1949 Grifton
4165. Houser, William Edward 1959 Cherryville
2705. Houser, W. H. 1935 Cherryville
4367. Howard, E. C. (Ga.) 1961 Mars Hill
3849. Howard, J. F. 1955 Wilmington
3339. Howard, W. McC. 1950 Winston-Salem
3372. Howe, A. G. 1950 Petersburg, Va.
3061. Howell, W. L., Jr. (Ga.) 1943 Raeford
4969. Howerton, Marsha A. H. 1966 Fayetteville
3778. Howle, W. W. (S.C.) 1954 Marion
3373. Hoyle, E. D. 1950 Cooleemee
1813. Hoyle, M. H. 1915 Cooleemee
4010. Hubbard, Anna (Mrs.) (Ky.) 1957 Greensboro
4796. Hubbard, Phyllis Ann 1965 Charlotte
3209. Huber, H. G. (N. J.) 1947 Florence, S. C.
3798. Hudson, G. W. 1955 Whiteville
3468. Hudson, R. T. 1951 Gastonia
4477. Huffman, K. L. 1962 Winston-Salem
4907. Huffman, L. L. 1966 Valdese
4323. Huffstetler, D. S. 1960 Raleigh
4585. Huggins, H. T., Jr. 1963 Gastonia
4701. Hull, James Heyward, III 1964 Shelby
3314. Hunsucker, Evelyn Stutts (Mrs. Keith) 1949 Gibson
4758. Hunter, C. H. (Tenn.) 1964 Christiansburg, Va.
1546. Hunter, J. B. 1910 Charlotte
3850. Hunter, J. E., Jr. 1955 Columbia, S. C.
2696. Huntley, W. A. 1935 Lexington
4624. Hurt, J. A., Jr. 1963 Morganton
2633. Huss, K. W. 1933 Cherryville
1542. Hutchins, J. A. 1910 Winston-Salem
4352. Hutchinson, W. F. (Ind.) 1960 Kannapolis

I

4166. Inabinet, James Lewis 1959 Winston-Salem
2878. Ingle, C. E. 1939 West Asheville

4073. Ingram, J. T. 1958 Roanoke Rapids
2009. Ingram, L. M. 1920 High Point
2980. Inman, G. G. 1941 Rockingham
2946. Irwin, D. A. 1941 Elkin
3021. Irwin, R. L. 1943 Elkin
4029. Isaac, D. W. 1957 Mebane
1753. Isler, W. A. 1914 Kinston

J

2385. Jackson, J. C. 1927 Lumberton
2222. Jackson, Leonidas 1924 Erwin
2559. Jackson, Osceola (Tenn.) 1930 Goldsboro
4287. Jackson, P. D. 1960 Rocky Mount
4702. Jackson, R. C. 1964 Winston-Salem
4167. Jackson, W. C. 1959 Lumberton
4324. Jacob, D. M. 1960 Lake Park, Florida
5000. Jacobs, P. C. (N. J.) 1967 Winston-Salem
1463. James, A. A. 1909 Winston-Salem
3800. James, C. I. 1955 Asheville
4168. James, F. D. 1959 Hazelwood
4030. James, Geraldine K. (Mrs. F. D.) 1957 Hazelwood
3374. James, S. A. 1950 Greensboro
4091. James, W. A. (S.C.) 1958 Belmont
4839. Jamison, Mary Elizabeth 1965 Charlotte
4745. Jarman, Joseph 1964 Jacksonville
4288. Jarrett, C. L. 1960 Charlotte
1545. Jarrett, L. M. 1910 Asheville
3639. Jefferies, C. L. (Va.) 1953 Raleigh
4095. Jenkins, Jane B. (Pa.) 1958 Swarthmore, Pa.
3434. Jenkins, P. R. 1951 Murfreesboro
2375. Jenkins, Sam 1927 Walstonburg
2596. Jenkins, W. I. (Va.) 1931 Biscoe
3885. Jenkins, W. I., Jr. 1955 Biscoe
4289. Jenks, K. B. 1960 Graham
3635. Jennings, R. N. (Ga.) 1953 North Wilkesboro
4449. Jennings, W. H. (Va.) 1961 Burlington
4759. Jochems, J. R. (Colo.) 1964 Concord
2947. Johnson, A. R. 1941 Winston-Salem
3375. Johnson, C. E. 1950 Greenville
4558. Johnson, H. P. (Ind.) 1962 Bradenton, Fla.
4325. Johnson, J. K. 1960 Raleigh
4012. Johnson, J. M. (D.C.) 1957 Raleigh
4862. Johnson, Mary L. 1965 Durham
3022. Johnson, R. H. 1943 Robbins
3801. Johnson, S. B., Jr., 1955 Carthage
2733. Johnson, T. B. 1936 Hickory
3034. Johnson, T. H. 1943 Raleigh
3407. Johnson, W. A. (Ala.) 1950 Mt. Airy
2200. Johnson, W. L. 1924 Raleigh
4425. Johnson, W. L., Jr. 1961 Franklinton
1518. Johnson, Wm. Luther 1910 Gibson
3376. Johnson, W. P. 1950 Kinston
4797. Johnson, W. R., III 1965 Jacksonville
3659. Johnson, W. Roland 1953 Slidell, La.
2632. Johnson, W. S. 1933 Rocky Mount
4250. Johnson, Wilson, Jr. (Va.) 1959 Richmond, Va.
2739. Johnson, W. W. 1936 Fuquay-Varina
3049. Johnston, C. A. 1944 Littleton
4300. Johnston, J. J. (W. Va) 1960 Mt. Hope, W. Va.
5017. Johnston, Mary H. 1967 Raleigh
3435. Jolley, C. E. 1951 Forest City
4074. Jones, Alpheus, Jr. 1958 Warrenton
4501. Jones, A. R., Jr. (S. C.) 1962 Charlotte
3962. Jones, Betty Jane (S.C.) 1956 Asheville
3377. Jones, C. F., Jr. 1950 Oxford
3086. Jones, Constance D. (Mrs. O. M., Jr.) 1945 Lakewood, Ohio
3660. Jones, D. E. 1953 Beaufort
4262. Jones, D. P. (S.C.) 1960 Charlotte
3378. Jones, F. E., Jr. 1950 Norfolk, Va.
2851. Jones, G. H. 1939 Zebulon
4130. Jones, J. D. (S.C.) 1958 Chesterfield, S. C.
1693. Jones, J. H. 1913 Haw River
3379. Jones, J. L., Jr. 1950 Canton
4970. Jones, L. W. 1966 Asheboro
4511. Jones, Minnie B. (Mrs.) 1962 Charlotte
3915. Jones, R. B. (Ga.) 1956 Albemarle
4909. Jones, T. H. 1966 Wilson
3294. Jones, Waverly W. 1949 Virginia Beach, Va.
4389. Jones, Wm. W. 1961 Morganton
2041. Jordan, D. L. 1921 Raleigh
4370. Jordan, Sylvia B. (Mrs.) 1961 Honolulu, Hawaii
3295. Jordan, W. M., Jr. 1949 Marion
3296. Jordan, W. W. 1949 Raleigh
3942. Josey, C. W. 1956 Old Fort
3023. Jowdy, A. W., Jr. 1943 Athens, Ga.

4169. Joyce, Gladys Elizabeth 1959 Kernersville
3770. Joye, M. L. (S.C.) 1954 Atlanta, Ga.
3684. Judy, E. P. (S.C.) 1953 Asheville
3980. Julian, L. B. (Tenn.) 1956 Statesville
4875. Jumper, C. O. (S. C.) 1965 Asheville

K

2576. Kale, R. G. 1931 Durham
4775. Kasperczyk, Patricia D. (Ill.) 1964 Goldsboro
4141. Katzman, M. D. (Pa.) 1959 Charlotte
3900. Kauffman, W. H. 1956 Black Mountain
3994. Keating, T. M. 1957 Asheville
2809. Kee, H. J. 1938 Norfolk, Va.
4625. Keenan, R. H. 1963 Chapel Hill
2690. Keenum, R. F. (Tenn.) 1935 Hazelwood
3192. Keetsock, Ida A. (Mrs.) 1947 Durham
4478. Keever, D. E. 1962 Lincolnton
3995. Keever, Z. T., Jr. 1957 Lincolnton
4798. Keith, L. W. 1965 Sanford
4992. Kelley, Robert D. (Ala.) 1966 Sylva
4840. Kelly, Anne Marie 1965 Lumberton
2350. Kelly, G. C. 1926 Lillington
2967. Kelly, H. L. 1941 Durham
5018. Kelly, M. N., Jr. 1967 Burlington
4444. Kemp, R. C. (Ga.) 1961 Weaverville
4057. Kemper, R. J. (Ohio) 1958 Kettering, Ohio
4031. Kendrick, M. C. 1957 Mayodan
4863. Kennedy, J. B., Jr. 1965 Perry Point, Md.
4799. Kennedy, J. L. 1965 Statesville
4910. Kennedy, L. G. 1966 Broadway
3024. Kerr, B. D. 1943 Raleigh
2848. Kessler, M. M. 1939 Miami Beach, Fla.
3683. Keys, C. M., (Va.) 1953 Aptos, Calif.
4971. Keziah, W. P., Jr. 1966 Lincolnton
4800. Kiang, Tai-Yee 1965 Durham
3436. Kiger, R. W. 1951 Shelby
3890. Kight, H. O. (Ga.) 1955 Tarawa Terrace
3851. Kimball, Jacquelyn (Mrs.) 1955 Louisburg
3380. Kinard, E. R., Jr. 1950 Greensboro
4479. Kincaid, B. J. 1962 Myrtle Beach, S. C.
2999. King, A. H. 1942 Durham
3712. King, D. G. 1954 Red Springs
4221. King, Glenn Alden 1959 Hickory
5019. King, J. A. 1967 Jacksonville
4801. King, J. H., Jr. 1965 Lenoir
1496. King, J. R. 1909 Durham
3799. King, Jeanette H. 1955 Athens, Ga.
4972. King, Johnny H. 1966 Greensboro
4495. King, T. M., Jr. (Tex.) 1962 Winston-Salem
3996. King, V. H., III 1957 Hendersonville
3340. King, W. A. 1950 Mount Airy
2027. King, W. H. (S.C.) 1919 Greensboro
3997. Kirby, C. M., Jr. 1957 Southport
4170. Kirby, James Thomas 1959 Southport
4390. Kirkman, Paul Madison 1961 Winston-Salem
4426. Kirkman, Phebe (Mrs.) 1961 Winston-Salem
3297. Kirkpatrick, T. M., Jr. 1949 Newnan Ga.
3189. Kiser, A. G. 1947 Asheville
3298. Kiser, F. C. 1949 Asheville
3381. Kiser, J. C. 1950 Cramerton
2948. Kiser, R. A. 1941 China Grove
5020. Kiziah, L. C. 1967 Hickory
2758. Klein, B. F. (Pa.) 1936 Asheville
4669. Klein, Charles N. (Va.) 1964 Arlington, Va.
4726. Klein, Sidney J. (S. C.) 1964 Gastonia
4194. Kline, Albert Raymond, Jr. (S.C.) 1959 Morehead City
3802. Kluttz, J. A. 1955 Black Mountain
4147. Kneece, John Broadus (Mich.) 1959 Chesterfield, S. C.
3079. Knight, E. H. 1945 Asheville
3299. Knight, J. E. 1949 Mooresville
4603. Knight, J. L. (Ala.) 1963 Tahlequah, Okla.
3852. Knight, J. O. 1955 Rocky Mount
3571. Knight, R. A. 1952 Pinehurst
3714. Knott, Carolyn (Mrs.) 1954 Charlotte
3341. Knox, R. L. 1950 Charlotte
3233. Koonce, S. G. 1948 Chadbourn
2580. Koonts, A. A. 1931 High Point
4032. Kopp, R. S. 1957 Blauvelt, N. Y.
4663. Koslow, Harold E. (S. C.) 1963 Winston-Salem
3891. Kouzel, Howard (Md.) 1955 Washington, D. C.
4055. Kramer, S. H. (Md.) 1958 Washington, D. C.
2931. Kraus, Emma Myrtle (Va.) 1940 Charlotte
2586. Kritzer, E. L. 1931 Albemarle

4191. Krohn, George (Missouri) 1959 Columbus, Ga.
4546. Kromrey, C. W. (Wis.) 1962 Miami, Fla.
4828. Krum, Adina Carty (Va.) 1965 Fayetteville
4856. Krusch, E. S. (N.J.) 1965 Greensboro
4984. Kudla, R. M. (Mich.) 1966 Chapel Hill
4639. Kue, J. H. L. (Va.) 1963 Farmville
4760. Kue, Venetia (Va.) 1964 Farmville

L

2178. Lamar, W. L., Jr. (Ala.) 1923 Denton
4727. Lambert, Armistead G. (Va.) 1964 South Hill, Va.
4092. Lambeth, D. C. (S.C.) 1958 Morganton
2116. Lamm, L. M. 1923 Mount Airy
3505. Lamore, W. P. 1951 Asheville
5054. Lance, J. C. (Ga.) 1967 Blairsville, Ga.
4547. Landers, J. A. (S.D.) 1962 Raleigh
3939. Lane, Oveda F. (Mrs.) 1956 Charlotte
3409. Lane, R. L. (Ga.) 1950 Burlington
3901. Langdon, F. H. 1956 Greensboro
2120. Langdon, R. E. 1923 Fayetteville
4703. Langdon, R. E. 1964 Greensboro
2746. Langdon, Roscoe 1936 Columbia, S. C.
3572. Langston, M. B., Jr. 1952 New Bern
4391. Lanier, Billy Worth 1961 Erwin
3300. Lanier, LeRoy 1949 Fayetteville
3902. Lanning, E. R., Jr. 1956 Lexington
5046. LaRa, M. G. (Mich.) 1967 Fayetteville
4222. Larson, Verl Allen 1959 High Point
4480. Lasater, W. H. 1962 Burlington
4562. Lasitter, A. L. (Ala.) 1963 Atlanta, Ga.
4392. Lassiter, L. M., Jr. 1961 Kinston
3749. Latta, Patsy (Mrs.) 1954 Durham
4830. Lawhon, Z. S. (S. C.) 1965 Hickory
4223. Lawing, Kenneth Lee 1959 Conover
4741. Lawrence, Miriam G. (Mrs.) 1964 Hickory
3730. Lawson, H. A. (S.D.) 1954 Sebring, Fla.
5021. Laxton, C. M. 1967 High Point
2049. Layton, C. C. 1921 High Point
4524. Lazarus, C. L. 1962 Shelby
2457. Lazarus, Joseph 1928 Sanford
2013. Lea, V. D. 1920 Durham
4171. Leatherwood, D. R. 1959 Hazelwood
4075. Leatherwood, J. R. 1958 Kinston
5004. Leavelle, R. H., Jr. (Va.) 1967 Alexandria, Va.
1942. Ledbetter, E. DeB. 1917 Lexington
2932. Ledford, J. E. (Ga.) 1940 McCaysville, Ga.
4186. Lee, Margaret W. (Mrs.) 1959 Honolulu, Hawaii
2387. LeGette, J. S. 1927 Charlotte
5022. Leggett, Martha V. 1967 Williamston
4242. Leigh, H. A. (Iowa) 1959 Waynesville
4827. Leighty, H. D. (W. Va.) 1965 Winston-Salem
3681. Leitch, H. K. (Mich.) 1953 Albemarle
4646. Lelliott, R. J. (Pa.) 1963 Dover, Ohio
4704. Lemelin, Daniel L. 1964 Charlotte
2261. Le Mon, H. H. 1925 High Point
3807. Lemos, Thalia P. (Mrs.) 1955 Charlotte
3382. Leonard, H. B., Jr. 1950 High Point
4076. Leonard, J. W. 1958 Charlotte
3762. Leonard, T. D. (S.C.) 1954 Charlotte
4393. Leonard, W. H. 1961 Spindale
2481. Lever, T. H. (S.C.) 1928 Charlotte
4746. Lever, T. H., III 1964 Durham
4586. Lewis, D. R. 1963 Greenville
2383. Lewis, L. C. 1927 Winston-Salem
3903. Lewis, R. L. 1956 Charlotte
2783. Lewis, W. C. 1937 Kannapolis
2949. Lewis, W. K. 1941 Mount Olive
2749. Libbus, T. A. 1936 New Bern
4930. Ligon, B. V. (S. C.) 1966 Concord
4612. Liles, F. B., Jr. (Ala.) 1963 Andrews
3661. Liles, R. H. 1953 Washington, D. C.
4973. Lilly, T. T., Jr. 1966 Beaufort
3220. Lindenschmidt, V. J. (Ind.) 1948 Wilmington
3912. Lindsay, Bobby Clay (Tenn.) 1956 Salisbury
2821. Link, F. P. 1938 Reidsville
3213. Little, G. L. 1948 Stamford, Conn.
4705. Little, J. H. 1964 Albemarle
4414. Liverman, J. S., Jr. (S.C.) 1961 Columbia, S. C.
2901. Lloyd, A. A. 1940 Hillsborough
4841. Lloyd, Evelyn Pauline 1965 Hillsborough
2011. Lloyd, T. P. 1920 Louisburg
3803. Lloyd, W. L. 1955 Garner
4747. Lockamy, A. F., Jr. 1964 Durham
3146. Lockhart, B. O. 1946 Raleigh

3383. Lockwood, Mary Elizabeth 1950 Brunswick, Ga.
3328. Loftin, T. G. (Miss.) 1949 Albemarle
3764. Logan, H. M. (Ind.) 1954 Shelby
4606. Logan, J. A. (Tenn.) 1963 Hickory
4116. Lombard, W. O. 1958 Rockwell
3384. London, L. W., Jr. 1950 Kings Mountain
4748. Long, W. R. 1964 Hickory
3998. Lore, Sara 1957 Winston-Salem
2927. Lorek, L. A. 1940 Radford, Va.
3573. Loritts, T. D. 1952 Cleveland, Ohio
3323. Lott, A. B. (S.C.) 1949 Clyde
4187. Lovekamp, Wilbur Albert (Ill.) 1959 Winston-Salem
3804. Lovelace, W. M., Jr. 1955 Hudson
3301. Lovette, J. F. 1949 Lillington
3999. Lowder, J. F. 1957 Winston-Salem
3385. Lowder, J. H. 1950 Marion
3779. Lowder, T. M., Jr. (S.C.) 1954 Greensboro
3212. Lowe, Bonnie H. (Mrs.) 1948 High Point
3302. Lowe, J. D. 1949 High Point
3825. Lowry, F. W. (S.C.) 1955 Statesville
4407. Lowry, Hughes D. (S.C.) 1961 Pembroke
1670. Lunn, F. H. 1912 Winston-Salem
1357. Lutz, H. C. 1907 Hickory
4394. Lutz, H. R. 1961 Kings Mountain
2852. Lynch, Ernestine B. 1939 Dunn
3437. Lynch, H. W. 1951 Dunn
4706. Lynch, T. F. 1964 Chapel Hill
2872. Lynch, W. F. 1939 Mebane
1666. Lyon, O. H. 1912 N. Wilkesboro
1379. Lyon, R. P. 1907 Wadesboro

Mc

2997. McAdams, J. W. 1942 Burlington
2694. McAllister, H. C. 1935 Chapel Hill
3574. McAllister, L. B. 1952 Graham
4707. McBryde, J. A., Jr., 1964 Charlotte
2787. McBryde, R. V. 1937 Fayetteville
4911. McCall, Rebecca P. (Mrs.) 1966 Chapel Hill
2741. McCarn, M. R. M. (Mrs.) 1936 Mount Pleasant
4976. McCaskill, R. L. 1966 Asheboro
3420. McCliney, Stanley (Pa.) 1950 Jersey Shore, Pa.
2704. McCollum, N. H., Jr. 1935 Leaksville
2628. McCombs, L. M. 1932 Creedmoor
5023. McCommons, R. J. 1967 Statesville
4077. McCorkle, M. E. 1958 Burlington
3469. McCormac, D. A. 1951 Clayton
4117. McCormick, D. F. 1958 Greensboro
4626. McCoy, L. T., Jr. 1963 Norfolk, Va.
5024. McCoy, Q. H. 1967 Statesville
4728. McCrackin, F. A. (S.C.) 1964 Wilmington
2996. McCrimmon, D. G. 1942 Pittsboro
2277. McCrummen, D. C. 1925 Aberdeen
4172. McCurdy, Marion Boger 1959 Greensboro
5006. McCutchen, J. D., Jr. (Ala.) 1967 Asheville
4058. McDaniel, Eldon (S.C.) 1958 Charlotte
2540. McDaniel, P. L. 1930 Wilmington
4780. McDevitt, Martha M. (Ga.) 1965 Reidsville
1569. McDonald, A. H. 1910 Durham
4427. McDonald, E. J. 1961 Reidsville
4033. McDonald, Joanne S. 1957 Hickory
3269. McDonald, J. C. 1949 Durham
4000. McDonald, W. R., III 1957 Hickory
3052. McDowell, N. O., Jr. 1944 Scotland Neck
1742. McDuffie, R. A. 1914 Greensboro
2902. McFall, C. D. 1940 Madison
2859. McFalls, O. W. 1939 Greensboro
2903. McFalls, S. W. 1940 Greensboro
3422. McFarland, T. W. (S.C.) 1951 Charlotte
4627. McGee, C. M. 1963 Pittsboro
3470. McGee, J. C., Jr. 1951 Asheville
2995. McGowan, D. F. 1942 Chapel Hill
3904. McGugan, V. G. 1956 Mocksville
3386. McGuire, J. M. 1950 Carmichael, Calif.
1767. McKay, J. W. 1914 St. Petersburg, Fla.
3506. McKeithan, Herbert, Jr. 1951 Laurinburg
3279. McKenzie, C. B. (S.C.) 1949 Winston-Salem
4628. McKenzie, G. W. 1963 High Point
3645. McKenzie, P. H. (S.C.) 1953 Jacksonville
4708. McKinnon, H. H., Jr. 1964 Raleigh
3351. McKittrick, R. L. (S.C.) 1950 Stony Point
2993. McKnight, L. E., Jr. 1942 Coats

4481. McLarty, G. C., Jr. 1962 High Point
3106. McLean, A. L., Jr. 1945 Angier
2767. McLean, G. W. 1937 Clinton
5025. McLeod, D. C. 1967 Galveston, Texas
4345. McNair, Wallace D. (Ala.) 1960 Gadsden, Ala.
4761. McNamara, J. W. (Wash.) 1964 Washington, D. C.
4131. McNeely, J. L. (Va.) 1958 Concord
2550. McNeill, A. D. 1930 Norwood
4939. McNeill, H. F. (S.C.) 1966 Norwood
2904. McNeill, J. A. 1940 Whiteville
4326. McNeill, J. P. 1960 Norwood
2679. McNeill, L. J. 1934 Norwood
3943. McQueen, Nancy W. (Mrs.) 1956 Largo, Fla.
4842. McSwain, Jean Willard 1965 Morganton
5043. McVay, B. G. (Ga.) 1967 Cochran, Ga.

M

1902. Mabry, C. S. 1917 Hamlet
3126. Mackie, Frances C. (Mrs.) 1946 Winston-Salem
1833. Macon, A. B. 1915 Mount Airy
3214. Malion, H. E. 1948 Fairmont
4440. Mallchok, Harry (Mich.) 1961 Haslett, Mich.
3775. Manfred, F. A. (Pa.) 1954 Westville, Ind.
4660. Mann, W. F., Jr. (S.C.) 1963 Statesville
4709. Markham, G. O. 1964 Fayetteville
2469. Markham, G. W. 1928 Fayetteville
4587. Marks, Jack 1963 Decatur, Ga.
3859. Marple, K. E. (Ky.) 1955 Lebanon, Ky.
4102. Marsh, J. W. (Ga.) 1958 Charlotte
4174. Marsh, W. L. 1959 Shelby
1994. Martin, A. N. 1920 Roanoke Rapids
3905. Martin, J. W. 1956 Wilson
4655. Martin, R. C. (Pa.) 1963 Miami Shores, Fla.
4225. Martin, Roy James 1959 Chester, S. C.
3387. Martin, R. M. 1950 Ahoskie
4927. Marx, R. H. (Va.) 1966 Roanoke, Va.
4802. Mason, J. B. 1965 Old Fort
4876. Mason, J. C. 1965 Franklin
4078. Mast, W. H. 1958 Henderson
4770. Matchett, K. L., Jr. (Pa.) 1964 Jeannette, Pa.
1687. Mathes, T. J. 1912 Durham
3234. Mathews, G. W., Jr. 1948 Asheville
4525. Matthews, G. D., Jr. 1962 Stoneville
5026. Matthews, H. L. 1967 Madison
2780. Matthews, J. I. 1937 Raleigh
4975. Matthews, L. W., III 1966 Durham
3823. Matthews, O. A. (S.C.) 1955 Johnson City, Tenn.
2729. Matthews, W. F., Jr. 1936 Raleigh
2401. Matthews, W. McD. 1927 Alexandria, Va.
4825. Mattingly, D. L. (Ind.) 1965 San Francisco, Calif.
3035. Mattison, Elizabeth (Mrs.) 1943 Lubbock, Tex.
3575. Mauney, H. McC. 1952 Murphy
2268. Mauney, W. McC. 1925 Murphy
4306. Maurer, W. B. (Ga.) 1960 Denver
3763. Maxwell, W. L. (Ga.) 1954 South Boston, Va.
4912. May, Emanuel, III 1966 Burlington
4526. May, G. F. 1962 Washington
3191. Mayberry, H. C. 1947 Winston-Salem
2971. Mayrand, L. P. 1941 Holly Ridge
3697. Mazzolini, E. J. (Vt.) 1953 Winston-Salem
4994. Meade, E. H. (S. C.) 1967 Greensboro
3327. Means, M. R. (S.C.) 1949 Hickory
4482. Meares, J. F. 1962 Wilson
3944. Mebane, A. H. III 1956 Greensboro
2016. Mebane, W. M. 1920 Tryon
4502. Medlin, F. W. (S.C.) 1962 Salisbury
4629. Medlin, W. D. 1963 Elizabeth City
3424. Medlin, W. E. (S.C.) 1951 Gastonia
2213. Melvin, M. B. 1924 Raleigh
4395. Mendes, Robert W. 1961 Mansfield, Mass.
3945. Meroney, C. P. 1956 Columbus
3321. Merrill, G. B., Jr. (Fla.) 1949 Lakeland, Fla.
4803. Merritt, L. J. 1965 Belmont
3662. Merritt, M. E. 1953 Wilmington
3742. Meschke, Barbara D. 1954 Kinston
3626. Meschke, R. W. 1953 Kinston
3411. Metts, H. M. (S.C.) 1950 Charlotte
4118. Mikeal, Shirley 1958 North Wilkesboro
1963. Miles, M. C. 1917 Henderson
4291. Miley, J. J., Jr. 1960 Edenton
2970. Millaway, E. D. 1941 Burlington
2304. Miller, A. J. (Mich.) 1925 Hendersonville

4035. Miller, D. J. 1957 Morganton
4458. Miller, D. T. (Pa.) 1962 Charlotte
4588. Miller, J. C. 1963 Boone
4710. Miller, J. H. 1964 Columbia, S. C.
4327. Miller, J. L. 1960 Statesville
2919. Miller, P. W. 1940 Spencer
2717. Miller, R. E. (S. C.) 1935 Nags Head
4175. Miller, Seth George 1959 Lexington
3663. Miller, W. J. 1953 Statesville
1883. Millican, A. G. 1916 Burgaw
4641. Milligan, D. L. (S. C.) 1963 Mt. Airy
3805. Milliones, P. T. 1955 Charlotte
3981. Mills, F. W. (W.Va.) 1956 Greensboro
2062. Mills, J. C. 1921 Mount Airy
4589. Mills, J. E. 1963 Cherokee
3853. Mills, John E. 1955 Mt. Airy
3507. Mills, O. W. 1951 Spray
4079. Mills, R. C. 1958 Lenoir
2121. Milton, R. H. 1923 Salisbury
3576. Minnick, W. K. 1952 Bristol, Va.
2922. Minton, S. S., Jr. 1940 Asheville
5027. Minton, S. S., III 1967 Asheville
2693. Mitchell, C. E. (S.C.) 1934 Highlands
1707. Mitchell, H. G. 1913 Manteo
2738. Mitchell, J. D. 1936 Kannapolis
4292. Mitchell, R. G. 1960 Greensboro
3388. Mitchell, T. W. 1950 Cary
3235. Mitchener, J. W. 1948 Charlotte
2775. Mitchener, J. A., Jr. 1937 Edenton
4804. Mitchener, J. A., III 1965 Edenton
2748. Mitchener, Nancy P. 1936 Edenton
3715. Mobley, B. K. 1954 Asheboro
2897. Mock, C. H. (Tenn.) 1939 Boone
3696. Moir, A. L. (S.C.) 1953 Hickory
4454. Montean, Donna R. (W. Va.) 1961 Prosperity, W. Va.
4749. Montes, Lilia 1964 Gainesville, Fla.
3081. Montesanti, Joseph, Jr. 1945 Southern Pines
4226. Montgomery, David Weatherspoon 1959 Greensboro
2004. Moore, A. R. 1920 Wilson
2994. Moore, B. McI. 1942 Eastport, N. Y.
5028. Moore, H. J. 1967 Greensboro
5052. Moore, J. H. (Ala.) 1967 Conyers, Ga.
3716. Moore, J. T. 1954 Erwin
4974. Moore, J. T. 1966 Durham
3687. Moore, J. W. (Ga.) 1953 Candler
3508. Moore, K. E. 1951 Kinston
2327. Moore, M. A. 1926 Tarboro
3471. Moore, M. A., Jr. 1951 Tarboro
4227. Moore, Thomas Banks 1959 Salisbury
2339. Moore, T. J. 1926 Wilson
3866. Moore, W. D. (Va.) 1955 Tarboro
3509. Moorefield, G. McD. 1951 Lexington
1747. Moose, G. K. 1914 Boone
2372. Moose, H. A. 1927 Mount Pleasant
2365. Moose, W. L. (Md.) 1926 Concord
4397. Moose, W. W. 1961 Mount Pleasant
3270. Morgan, G. D. 1949 Zebulon
1966. Morgan, J. T. 1918 Benson
4133. Morris, A. E., Jr. (S.C.) 1958 Faith
3439. Morris, E. M. 1951 Brevard
3493. Morris, H. V. (Ga.) 1951 Waynesville
4002. Morris, S. C. 1957 Bayboro
4483. Morris, W. W. 1962 Rutherford College
3946. Morrison, B. P. 1956 Wilson
4293. Morrison, G. A. 1960 Suffolk, Va.
3771. Morse, L. D., Jr. (Ga.) 1954 Raleigh
3053. Morton, W. A. 1945 Wilmington
3389. Moseley, Marina P. C. 1950 Richmond, Va.
4542. Moseley, W. G. (Ga.) 1962 College Park, Ga.
4711. Moser, J. F. 1964 Burlington
3472. Moskowitz, Eugene, 1951 Flushing, N. Y.
2648. Moss, F. M. 1933 Gastonia
4590. Moss, F. M., Jr. 1963 Gastonia
5005. Most, W. R. H. (Pa.) 1967 Canton, Pa.
3525. Mosteller, W. H. (S.C.) 1951 Albemarle
4001. Mueller, R. E. 1957 Walkertown
5029. Mullis, R. N. 1967 Charlotte
1733. Munday, C. C. 1913 Rural Hall
3743. Muratori, A. J. 1954 Summerfield
3099. Muratori, Francis 1945 Atlanta, Ga.
1606. Murphy, J. C. 1911 Charlotte
2548. Murr, G. F. 1930 Thomasville
3744. Murray, B. R. 1954 Raleigh
2730. Murrell, H. T. 1936 Albemarle
4527. Murrell, H. T., Jr. 1962 Albemarle
5030. Musselwhite, N. H., III 1967 Chapel Hill
4864. Myers, H. A. 1965 High Point
4328. Myers, J. C. 1960 Louisburg
3236. Myers, L. M. 1948 Winston-Salem
4750. Myhre, J. H. 1964 Goldsboro
4259. Myrick, W. G. (S. C.) 1960 Burlington

N

4176. Nance, Bernie Joe 1959 Concord
2096. Nance, J. S. 1922 Charlotte
4036. Nance, J. S., Jr. 1957 Matthews
4868. Nance, Tilda B. (Mrs.) (Ala.) 1965 Sarasota, Fla.
2672. Neal, C. L. 1934 Elizabeth City
4294. Neal, D. E. 1960 Locust
4977. Neal, Donna Gail 1966 Chapel Hill
3207. Neal, J. C. (Ga.) 1947 Rome, Ga.
4591. Neal, L. K. 1963 Chapel Hill
4908. Neal, Mary J. 1966 Concord
3886. Needham, B. W. 1955 Mt. Airy
3923. Neeland, E. C. (Ala.) 1956 Wilson
3144. Neely, C. M. 1946 Winston-Salem
2785. Neil, J. W. 1937 Huntersville
4459. Nelson, W. E. (Ga.) 1962 College Park, Ga.
3869. Nemargut, Joseph (Mich.) 1955 Wilmington
2380. Neville, Augustus, Jr. 1927 Spring Hope
4445. Newbern, M. L. (S.C.) 1961 Wilson
4978. Newman, M. S. 1966 Greensboro
4146. Newton, J. C. (S.C.) 1959 Fayetteville
4145. Newton, J. G. (S.C.) 1959 Fayetteville
5031. Nichols, L. W. 1967 N. Wilkesboro
4614. Nicholson, Sylvia C. (S.C.) 1963 Columbia, S. C
4047. Niles, E. L. (Tenn.) 1957 Marshall
4871. Niles, J. R. (Miss.) 1965 Oak Ridge, Tenn.
4843. Nine, C. E. 1965 St. George, S. C.
4913. Nixon, Amanda H. (Mrs.) 1966 Dallas
4439. Norman, D. D. (Ga.) 1961 Hendersonville
2181. Norman, J. P. (Va.) 1924 Greensboro
3947. Norris, Barbara A. 1956 Matthews
3948. Norris, C. A. 1956 Charlotte
3342. Northcott, Jean L. 1950 Winston-Salem
3473. Northcott, W. W. 1951 Winston-Salem

O

2466. Oakley, C. H. 1928 Roxboro
2950. Oakley, C. S. 1941 Mebane
4119. Oakley, J. R. 1958 Greenville
2802. Oates, C. C. 1938 Hendersonville
4329. O'Briant, G. L., Jr. 1960 Fayetteville
2879. O'Daniel, J. S., Sr. 1939 Valdese
4120. O'Daniel, J. S., Jr. 1958 New Bern
3925. O'Dell, B. B. (Ga.) 1956 Miami, Fla.
3597. Odom, L. A. (S.C.) 1952 Wilmington
4046. O'Donnell, P. F., Jr. (Ind.) 1957 Stewart AFB, N. Y.
4177. Oldham, James Allen III 1959 Kenly
4886. O'Linn, C. E. (Ohio) 1966 Winston-Salem
4670. Olivarez, A. D. (Texas) 1964 Oteen
3012. Oliver, G. G. (S.C.) 1943 Conway, S. C.
2315. O'Neal, W. P. 1926 Belhaven
4412. O'Neil, Frank A. (S.C.) 1961 Winston-Salem
4844. Orander, W. D., Jr. 1965 Ft. Riley, Kan.
4320. Osborne, Doris H. 1960 Asheboro
3343. Overton, D. S. 1950 Sanford
4592. Overton, R. B., Jr. 1963 Durham
3154. Owen, F. R. (Ga.) 1935 Tryon
4914. Owen, J. M. 1966 Greensboro
3766. Owenby, Paul, Jr. (Ga.) 1954 Brevard
3040. Owens, T. Q. 1943 Whiteville
4295. Owens, T. Q., Jr. 1960 Tabor City
4611. Owings, D. A. (S. C.) 1963 North Augusta, S. C.
4419. Oxendine, D. H. (S.C.) 1961 Kannapolis
3913. Oxendine, J. E. (S.C.) 1956 Charlotte

P

3303. Pace, T. A. 1949 Hendersonville
3806. Paderick, H. C. 1955 Kinston
3510. Padgett, H. F. 1951 Raleigh
2803. Page, C. E., Jr. 1938 Henderson
4510. Page, C. F. (Ala.) 1962 Raleigh
3636. Page, G. A. (Ala.) 1953 Hickory
4229. Page, Jane W. 1959 Washington
2220. Palmer, A. W. 1924 Sanford
3612. Paoloni, C. U. (N.J.) 1952 Greensboro
3390. Pappas, S. A. 1950 Charlotte
3391. Paramore, R. A. 1950 Nashville
3268. Pardue, Viola R. 1949 Yadkinville
4915. Pare, Emily A. 1966 Charlotte
4428. Parham, Linda J. (Mrs.) 1961 Bristol, Tenn.
4231. Parker, F. B., Jr. 1959 Jacksonville
2474. Parker, N. M. 1929 Fayetteville
4484. Parker, R. G. 1962 Richmond, Va.
2123. Parker, W. W., Jr. 1923 Henderson
2827. Parks, W. A. 1938 Davidson

4941. Parmesano, F. J. (W. Va.) 1966 Winston-Salem
3440. Parrish, A. S. 1951 Newton Grove
2569. Parrish, L. F. 1931 Rocky Mount
3101. Parsons, R. H. 1945 Middleburgh, N. Y.
5002. Parsons, Wanda (Ala.) 1967 Lincolnton
4773. Patronis, C. G. (Ga.) 1964 Decatur, Ga.
4330. Patterson, F. T. 1960 Chapel Hill
3451. Patterson, J. L. (S.C.) 1951 Statesville
4712. Patterson, W. E. 1964 Greenville, S. C.
3808. Patton, J. B., Jr. 1955 Canton
4805. Patton, Judy C. 1965 Charlotte
3745. Patton, W. H. 1954 Marion
4845. Paul, W. L. 1965 Rocky Mount
3167. Paull, Shirley H. (Mrs.) 1947 Durham
4528. Payne, Ellen P. 1962 College Park, Ga.
3356. Payne, Jean W. (Mrs.) (Va.) 1950 Greensboro
4668. Pearrell, E. H. (Md.) 1964 Washington, D. C.
3474. Pearson, Sarah P. 1951 Apex
3131. Pecora, Ruth P. 1946 Raeford
2089. Pegram, Addie B. 1922 Apex
4232. Peile, J. I., Jr. 1959 Lenoir
4485. Pelt, A. G. 1962 Goldsboro
3809. Penland, J. T. 1955 Raleigh
3490. Penn, W. C. (La.) 1951 Winston-Salem
4359. Pennington, W. L. (W. Va.) 1960 Wilmington
4937. Pentecost, W. V., Jr. (Ga.) 1966 Atlanta, Ga.
4979. Penzotti, Suzanne S. 1966 Chapel Hill
4713. Perkins, J. C. 1964 King
4003. Perkins, L. P., Jr. 1957 South Boston, Va.
3665. Perrow, W. S. 1953 Lynchburg, Va.
4659. Perry, J. T. (S. C.) 1963 Wilson
3532. Perry, Margaret B. 1952 Apex
3392. Perry, V. H. 1950 Franklin
2568. Perry, W. R. 1931 Burlington
4398. Peterson, D. V. 1961 Siler City
5032. Pharr, J. N. 1967 Concord
4080. Phifer, F. O. 1958 Raleigh
2675. Phillips, J. E. 1934 Raleigh
2014. Phillips, M. B. 1920 Albemarle
2833. Phillips, O. J. 1938 Montreal, Can.
2329. Phillips, W. P. 1926 Morganton
3666. Piantadosi, Claude 1953 Chapel Hill
3029. Pickard, J. F. 1943 Greensboro
2951. Pickard, J. M. 1941 Durham
4630. Pickett, T. J. 1963 Salisbury
4885. Pierce, C. W. (S.C.) 1966 Winston-Salem
2349. Pigott, D. S. 1926 Morehead City
2905. Pike, J. M. 1940 Concord
2861. Pike, J. W., Jr. 1939 Concord
2533. Pinnix, J. L. 1930 Kernersville
3725. Pistole, C. E. (Tenn.) 1954 Morristown, Tenn.
3810. Pittman, B. E. 1955 Valdese
3304. Pittman, G. R. 1949 Smithfield
3223. Pittman, J. H. (Tex.) 1948 Fayetteville
3305. Plemmons, Charlotte B. 1949 Asheville
4004. Polk, J. W. 1957 Wilmington
3911. Ponder, R. F. (S.C.) 1956 Mt. Holly
4179. Ponder, William Norman, Sr. 1959 Hendersonville
2204. Poole, L. B. 1924 Thomasville
4846. Pope, L. H. 1965 Greensboro
1821. Porter, C. D. 1915 Concord
1660. Porter, Ernest 1912 Concord
3906. Porter, Ernest, Jr. 1956 Concord
3098. Porter, J. B. (Kansas) 1945 West Jefferson
4486. Post, Hazel G. (Mrs.) 1962 Atlanta, Ga.
3237. Powell, E. S. 1948 Oxford
4762. Powell, S. T. (Tenn.) 1964 Thomasville
5033. Powell, W. D. 1967 Fuquay-Varina
3811. Powell, W. P. 1955 Mars Hill
4529. Powers, Ingrid (Mrs.) 1962 A.P.O., New York
2881. Pressly, C. P. 1939 Charlotte
4806. Presson, Nancy B. (Mrs.) 1965 Plymouth
4180. Prevo, J. M. 1959 Asheboro
4192. Prewitt, R. W. (Ohio) 1959 Mentor, Ohio
3746. Price, Billy L. 1954 Conover
2804. Price, H. G. 1938 Raleigh
4530. Price, J. D. 1962 Raleigh
2007. Price, S. H. 1920 Mooresville
3578. Price, S. H., Jr. 1952 Mooresville
4399. Price, Sanford S. 1961 Clinton
4081. Priest, Janice P. 1958 Scott Depot, W. Va.
2910. Proctor, W. V. 1940 Charlotte
4082. Proffitt, Bill 1958 Spruce Pine
3238. Propst, G. B. 1948 Morganton
2801. Provo, Jean Bush (Mrs.) 1938 Raleigh

3863. Pruett, I. J. (Ind.) 1955 Angier
5042. Prusia, M. G. (Ga.) 1967 Greensboro
2697. Puckett, U. S. 1935 Stovall
3307. Puckett, W. M. 1949 Robbins
2111. Pugh, E. S. 1922 Windsor
3393. Pulliam, H. F. 1950 Winston-Salem
2732. Purcell, D. C. 1936 Salisbury
4916. Purcell, D. C. 1966 Charlotte
2915. Purcell, S. M., Jr. 1940 Salisbury
4317. Purser, Helen D. (Mrs.) 1960 Grifton
4487. Purser, M. H. 1962 Kinston
4488. Putnam, J. V. 1962 Bessemer City

Q

4807. Quackenbush, P. D. 1965 Albemarle
4808. Quesada, L. M. 1965 Charlotte
3627. Quick, J. D., Jr. 1953 Winston-Salem

R

4751. Rabb, R. P. II 1964 Benton, Ark.
3394. Rabil, E. J. 1950 Winston-Salem
3193. Rachide, A. P. 1947 Jacksonville
4593. Ramsey, K. R., Jr. 1963 Rockingham
4631. Ramsey, Margaret P. 1963 Rockingham
3395. Rancke, J. M. 1950 Lumberton
4809. Randall, D. L. 1965 Chapel Hill
4652. Randall, F. H., Jr. (Va.) 1963 Portsmouth, Va.
3579. Randall, W. H., Jr. 1952 Lillington
4489. Randleman, E. A., Jr. 1962 Mt. Airy
4453. Rankin, Claire D. (Iowa) 1961 Erwin, Tenn.
4011. Rankin, R. A. (Miss.) 1957 Hendersonville
2873. Rankin, W. B. 1939 Washington, D. C.
3216. Ranzenhofer, J. A. 1948 Greensboro
3831. Raper, D. J. 1955 Rocky Mount
4594. Raper, F. E. 1963 Goldsboro
4536. Rasor, P. W., Jr. (S. C.) 1962 Dunn
4121. Rauch, R. K. 1958 Mocksville
2611. Ray, Frederick, Jr. 1932 Sanford
2607. Reamer, I. T. (Md.) 1931 Durham
3580. Reaves, C. A. 1952 Asheboro
2724. Reaves, H. C. 1936 Pinehurst
4714. Reaves, H. C., Jr. 1964 Pinehurst
2535. Reaves, L. E., Jr. 1930 Fayetteville
4595. Reaves, T. B. 1963 Fayetteville
4555. Reeder, G. L. (Ohio) 1962 Akron, Ohio
3581. Reese, J. N. 1952 Kannapolis
2615. Register, M. O. 1932 Clinton
4140. Reinhardt, Bruce Bastian (Pa.) 1958 Belhaven
4882. Reinhardt, Manfred (Va.) 1965 Waynesboro, Va.
4103. Reynolds, E. H. (S.C.) 1958 Columbia, S. C.
3239. Rhem, J. F. 1948 Florence, S. C.
3949. Rhoades, J. D. 1956 Southern Pines
4233. Rhodes, Daniel Edward 1959 Morganton
4847. Rhyne, C. R. 1965 Hickory
3530. Rice, H. C. (N.D.) 1952 Charlotte
4949. Rice, J. P. (Ga.) 1966 Hickory
2262. Rice, L. D. 1925 Maxton
4430. Rice, W. A. 1961 Charlotte
3308. Rich, H. C. 1949 Garland
4083. Rich, R. E., Jr. 1958 Brevard
4917. Rich, R. H. 1966 Fayetteville
4442. Richards, T. L. (Ala.) 1961 Hickory
4056. Richardson, Levan W. (Tenn.) 1958 New York, N. Y.
2546. Richardson, O. K. 1930 Boone
4918. Richardson, P. H. 1966 Raleigh
3704. Richardson, V. H. (S.C.) 1954 High Point
2584. Richardson, W. R. 1931 Boone
5034. Richard, H. F., II 1967 Kannapolis
1680. Ridenhour, D. G. 1912 Mt. Gilead
4400. Ridenhour, Henry B. 1961 Spencer
3102. Riegel, M. S. 1945 Owego, N. Y.
4817. Rieger, Rita P. (Mrs.) (Idaho) 1965 Norman, Okla.
3103. Riggsbee, E. Lloyd 1945 Durham
3628. Riggsbee, V. L., Jr. 1953 Charlotte
2916. Rimmer, Helen B. (Mrs.) 1940 Charlotte
4556. Rinehart, W. A. (Ohio) 1962 Charlotte
2468. Ring, C. A., Jr. 1928 High Point
4848. Ring, Elizabeth Ann 1965 Raleigh
1182. Ring, L. B. 1904 Tarpon Springs, Fla.
4810. Ripoll, Jose 1965 Coats
4563. Ritchie, G. F. (Mass.) 1963 Charlotte
5035. Rittase, Elizabeth P. (Mrs.) 1967 Selinsgrove, Pa.
4928. Rittase, R. A. (Pa.) 1966 Hanover, Pa.
4097. Rivers, J. B. (S.C.) 1958 Chesterfield, S. C.
1827. Rives, H. L. 1915 Bethel
2511. Roberson, Culas 1929 Spray
4596. Roberson, G. R. 1963 Leaksville
3475. Roberts, D. A. 1951 Fayetteville
4122. Roberts, S. B. 1958 Black Mountain
5007. Robertson, A. F. (Va.) 1967 Winston-Salem

1517. Robertson, E. G. 1910 Va. Beach, Va.
3539. Robertson, W. N., Jr. 1952 Laurinburg
4203. Robey, G. W. (W. Va.) 1959 N. Wilkesboro
2674. Robinson, Carlton 1934 Morehead City
2740. Robinson, D. P. 1936 Oxford
3971. Robinson, D. B. (Ga.) 1956 Charlotte
3137. Robinson, Harriett A. (S.C.) 1946 Pinehurst
3950. Robinson, J. C., Jr. 1956 Roanoke Rapids
4987. Robinson, Jean F. 1966 Charlotte
2816. Robinson, T. R., Jr. 1938 Goldsboro
3253. Rodgers, M. E., Jr. (S.C.) 1948 Wilmington
3582. Rodgers, O. J. 1952 Salisbury
4944. Roessler, G. A., Jr. (Ky.) 1966 Roanoke, Va.
3667. Rogers, H. N., Jr. 1953 Lumberton
1644. Rogers, R. P., Sr. 1912 Durham
3309. Rogers, R. P., Jr. 1949 Durham
2527. Rogers, W. LeR. (S.C.) 1929 Benson
3202. Rogers, W. P. (Tenn.) 1947 Asheville
4538. Rogers, W. R. (Ga.) 1962 Hayesville
4447. Rogers, W. W. (S.C.) 1961 Shelby
2720. Rollins, E. W. (S.C.) 1935 Winston-Salem
4005. Rollins, S. W. 1957 Walkertown
4336. Romine, Carol W. 1960 Asheville
4715. Romine, J. R. 1964 Skyland
3344. Roper, H. E. 1950 Indian Harbour Beach, Fla.
3310. Rose, W. C. 1949 Goldsboro
3311. Rose, W. P. 1949 Greensboro
4537. Rosenberg, Ira (Va.) 1962 Charleston, S. C.
4716. Ross, B. T. 1964 Marion
3345. Ross, R. McG. 1950 Gastonia
3059. Rosser, J. H. 1944 Charlotte
3965. Roughton, R. H. (Ga.) 1956 Ft. Knox, Ky.
2700. Rouse, L. L. 1935 Fayetteville
4162. Royal, Pearl H. 1959 Virginia Beach, Va.
2952. Royall, G. E., Jr. 1941 Elkin
5036. Roycroft, W. D. 1967 Shallotte
2263. Roycroft, W. R. 1925 Shallotte
3855. Rubin, S. P. 1955 Newport
4632. Runnion, J. D. 1963 Lenoir
4995. Rush, C. S., Jr. (S. C.) 1967 Hickory
4849. Rusk, O. D. 1965 Oteen
3583. Russell, G. C. 1952 Boone
2874. Russell, J. M., Jr. 1939 Canton
3240. Russell, J. T. 1948 Hazelwood
3527. Russell, R. A. (Ga.) 1951 Winston-Salem
2924. Russell, T. W. 1940 Greensboro
4993. Ryan, J. P. (N. Y.) 1967 Syracuse, N. Y.

S

3397. Salley, W. M., Jr. 1950 Asheville
3812. Salter, R. L., Jr. 1955 Burlington
3511. Sampson, R. R. 1951 Greensboro
5049. Sams, Martin (N. J.) 1967 Hendersonville
1658. Sanders, A. J. 1912 Mt. Holly
3241. Sanders, C. H. 1948 Granite Quarry
3227. Sanders, Patsy B. (Mrs. Charl H.) 1948 Salisbury
1852. Sanford, R. D. 1916 Lumberton
4401. Sasser, John M. 1961 Smithfield
3398. Sauls, Doris H. (Mrs.) 1950 Raleigh
3476. Sauls, H. B. 1951 Raleigh
4431. Saunders, J. W. 1961 Wendell
4123. Saunders, W. K., Jr. 1958 Burlington
2917. Savage, M. C. 1940 Roanoke Rapids
4753. Savage, W. M. 1964 Roanoke Rapids
4490. Savoia, B. S., Jr. 1962 Salisbury
2308. Sawyer, R. B. (Colorado) 1925 Edgefield, S. C.
2528. Saxon, H. A. (Ga.) 1930 Harrisonburg, Va.
3887. Scarboro, W. L. 1955 Raleigh
3951. Schaefer, B. D. 1956 Fayetteville
3399. Scharff, R. E. 1950 Enfield
4854. Scherer, R. E. (Ill.) 1965 Charlotte
4006. Schlagel, A. P., Jr. 1957 East Bend
4754. Schofield, J. C. 1964 Lexington
2991. Scoggin, H. P. 1942 Louisburg
2572. Scoggin, L. E., Jr. 1931 Louisburg
4763. Scoggins, J. E., Jr. (Ga.) 1964 Charlotte
3757. Scudder, B. H. (Tenn.) 1954 Raleigh
3952. Seabock, R. L. 1956 Wilmington
3242. Seaborn, R. H. 1948 Raleigh
5056. Seckler, D. A. (Ill.) 1967 Fayetteville
3312. Secrest, V. V., Jr. 1949 Monroe

4543. Secrist, D. D., Jr. (Va.) 1962 Lynchburg, Va.
3860. Segars, J. H. (S.C.) 1955 Marion
4850. Sehorn, S. L. 1965 Winston-Salem
3686. Seibert, JoAnne (Ga.) 1953 Greensboro
2379. Selden, J. S. 1927 Weldon
4980. Sellers, A. B., Jr. 1966 Asheboro
2908. Senter, L. M. 1940 Carrboro
2889. Senter, P. L. 1921 Carrboro
3813. Setzer, E. S., Jr. 1955 Glen Raven
3132. Sewell, Evelyn S. 1946 Morehead City
4256. Shaheen, W. M. (Ga.) 1959 Blowing Rock
3872. Sharp, H. D. (S.C.) 1955 Cornelius
3158. Sharpe, W. C. (S. C.) 1946 Asheville
3814. Shaw, W. B. 1955 Mt. Olive
4919. Sheaffer, W. O. 1966 Swannanoa
4432. Shearin, R. H. 1961 Greensboro
4433. Sheets, J. P. 1961 West Jefferson
2953. Sheffield, B. C., Jr. 1941 Warsaw
3184. Sheffield, W. J. 1947 Austin, Texas
4664. Shelley, B. E. (S.C.) 1964 Spartanburg, S. C.
3967. Shelton, W. D. (Ky.) 1956 Louisville, Ky.
3540. Shepherd, D. M. 1952 West Jefferson
3758. Shepherd, R. C., Jr. 1954 Lexington
3478. Sherard, G. S. 1951 Burlington
2075. Sherard, J. F. (S.C.) 1920 Burlington
3953. Sherrill, F. L., Jr. 1956 Conover
3400. Sherwood, N. W. 1950 Lenoir
3030. Shields, C. L. 1943 Jacksonville
2666. Shigley, H. H. (Ohio) 1934 Asheville
4644. Shillinglaw, Joan S. (Ga.) 1963 Elkin
4418. Shimon, R. F. (Wis.) 1961 Verona, Wis.
4331. Shoemaker, W. P. 1960 Leaksville
3196. Shook, Eulan, Jr. 1947 Hickory
3401. Shore, V. A., Jr. 1950 Durham
3907. Shouse, W. D. 1956 Rural Hall
4597. Shuford, G. M. 1963 Chapel Hill
3954. Shuford, G. W. 1956 Forest City
3616. Shultman, S. L., Jr. (S.C.) 1953 Charlotte
3955. Sigmon, R. G., Jr. 1956 Conover
4811. Sime, M. S. 1965 Marion
3759. Simmons, F. C., Jr. (S.C.) 1954 Columbia, S. C.
2989. Simmons, F. J. 1942 Hickory
3313. Simmons, Peggy C. 1949 Lincolnton
3168. Simmons, W. A. 1947 Winston-Salem
2856. Simmons, W. C. 1939 Winston-Salem
4368. Simpson, J. T., Jr. (S.C.) 1961 Statesville
3717. Simpson, N. J. 1954 Spindale
3199. Sinclair, F. A. 1947 Albemarle
2221. Sisk, C. J. 1924 Asheville
2742. Sisk, R. C. 1936 Asheville
3888. Sisk, W. T. 1955 Asheville
4920. Sitison, J. A., Jr. 1966 Winston-Salem
3718. Skakle, Sybil A. 1954 Chapel Hill
4891. Skinner, E. D., Jr. (S.C.) 1966 Lincolnton
2935. Skinner, F. LaF. (Va.) 1941 Salisbury
4017. Slaughter, T. G. (S.C.) 1957 Charlotte
3153. Slayton, Mary T. 1946 Silver Spring, Md.
3111. Slesinger, Stanley (D.C.) 1945 Gastonia
2875. Sloan, W. L. 1939 Chapel Hill
3956. Sloop, R. H. 1956 Rural Hall
4981. Small, R. H. 1966 Winston-Salem
4717. Smart, T. E. 1964 Hamlet
4234. Smith, Alfred Gene 1959 Elizabethtown
4598. Smith, A. H. 1963 Fayetteville
4124. Smith, A. T. 1958 New Bern
4672. Smith, B. R. (Ga.) 1964 Dublin, Ga.
2195. Smith, D. A. 1924 Lexington
4491. Smith, D. J. 1962 Statesville
3727. Smith, E. A., Jr. (S. C.) 1954 Charlotte
4085. Smith, E. M. 1958 Tuscaloosa, Ala.
3594. Smith, F. K., Jr. (Miss.) 1952 Arlington, Va.
3615. Smith, G. C. (Ga.) 1953 Ocala, Fla.
3970. Smith, G. L. (S.C.) 1956 Charlotte
2810. Smith, H. E. 1938 Lexington
4125. Smith, J. E. 1958 Philadelphia, Pa.
3320. Smith, J. G. (Ga.) 1949 Stokesdale
4921. Smith, J. G. 1966 Raleigh
4235. Smith, J. H., Jr. 1959 Fuquay-Varina
4765. Smith, J. R. (S. C.) 1964 New Bern
1634. Smith, Leon 1912 Kannapolis
2926. Smith, L. W. 1940 Kannapolis
3449. Smith, N. A. (S.C.) 1951 Gastonia
2768. Smith, O. W. 1937 Pilot Mountain
3856. Smith, R. H. L. 1955 Greensboro
3668. Smith, R. W., Jr. 1953 Charlotte
3669. Smith, Robert G. 1953 Mt. Airy

3632. Smith, Roger A. (Va.) 1953 Raleigh
4851. Smith, Roy B., Jr. 1965 Bakersville
4756. Smith, Sandra Wood 1964 Greensboro
4332. Smith, Sue B. 1960 Tuscaloosa, Ala.
4531. Smith, S. McD., Jr. 1962 Charlotte
2403. Smith, T. E. 1927 Goldsboro
4434. Smith, T. M. 1961 Winston-Salem
2488. Smith, V. F. (Mo.)
1928 Greensboro
5001. Smith, V. I. (S. C.) 1957 Latta, S. C.
3700. Smith, V. L. (Vt.)
1954 Bradenton, Fla.
2776. Smith, W. J. 1937 Chapel Hill
1678. Smith, W. O. 1912
W. Palm Beach, Fla.
4532. Smithwick, E. L., Jr. 1962
Morehead City
3765. Smoots, D. R. (S. C.) 1954 High Point
4718. Smyre, B. M. 1964 Newton
4504. Snead, L. D. (W.Va.) 1962
Gastonia
4492. Snider, L. G. 1962 Southern Pines
3195. Snyder, S. E. 1947 Brevard
2199. Soler, Urbano, 1924 High Point
3914. Solomon, Melvin (S.C.) 1956 Charlotte
3272. Southern, J. C. 1949 High Point
2603. Sparkman, D. D., Jr. (Va.)
1931 St. Pauls
2336. Sparks, J. E. 1926 Elizabeth City
2961. Sparks, L. R., Jr. 1941 Durham
3479. Speight, E. C. 1951 Havelock
3719. Speight, J. A. 1954 Rocky Mount
4350. Spence, William R. (D.C.)
1960 Rocky Mount
2641. Spencer, B. W., Jr. (S.C.)
1932 Durham
4139. Speranza, C. F. (Mass.) 1958
Winston-Salem
4255. Spirko, Paul (Ohio)
1959 Fontana Dam
4296. Spittle, R. Y. 1960 Asheville
2346. Spoon, J. M. 1926 Charlotte
2451. Spoon, K. B. 1928 Charlotte
3426. Sprinkle, J. B. (Ga.) 1951 Stokesdale
4719. Sprinkle, T. D. 1964 North Wilksboro
2437. Stacy, L. B. (Ga.) 1928 Gastonia
3591. Stahl, G. M. (Va.) 1952 Durham
3957. Stalvey, J. C. 1956 Raleigh
4784. Stamatiades, John P., (S.C.) 1965
Charleston, S. C.
4609. Stamatiades, V. P. (S.C.) 1963
Charlotte
3926. Stamey, D. D. (Ga.) 1956 Asheville
4633. Stamey, G. M. 1963 Asheville
2505. Stamps, J. N. 1929 High Point
1260. Stanback, T. M. 1905 Salisbury
3854. Stanford, Joyce N. (Mrs.)
1955 Chapel Hill
3418. Stang, David (Va.) 1950 Greensboro
3442. Stang, W. S. 1951 Greensboro
2678. Stanley, V. E. 1934 Charlotte
3748. Stanton, W. H. 1954 New Bern
5037. Steadman, H. D. Jr. 1967 Durham
3865. Steele, G. H., Jr. (Ohio)
1955 Greensboro
2565. Stein, Meyer (Pa.) 1930 Philadelphia,
Pa.
3121. Stephens, Frank 1946 Triangle, Va.
4236. Stevens, Charles Lee 1959 Benson
2921. Stevens, M. W. 1940 Roanoke, Va.
1919. Stevenson, J. T. 1917 Elizabeth City
4181. Stevenson, Paul Augustus
1959 Elizabeth City
4251. Stevenson, R. S. (W.Va.)
1959 Kannapolis
3826. Stewart, J. R. (Tenn.)
1955 Sevierville, Tenn.
3180. Stewart, J. S. 1947 Fremont
3480. Stich, W. C. 1951 Clearwater, Fla.
4007. Stine, C. R. 1957 Charlotte
4755. Stocks, L. H., III 1964
Milwaukee, Wisconsin
2506. Stone, B. F. 1929 Elizabethtown
2762. Stone, B. M. (Fla.)
1936 St. Petersburg, Fla.
2626. Stone, E. V. 1932 Mt. Holly
3889. Stone, H. C., Jr. 1955 Salisbury
3815. Stone, J. D. 1955 Pilot Mountain
3816. Stone, R. B. 1955 King
2094. Stone, W. L. 1922 Franklinton
3443. Stonestreet, D. H.
1951 Winston-Salem
4237. Stoots, J. K. 1959 Albemarle
4925. Stovall, F. A. (Ga.) 1966 Durham
1558. Stowe, H. R. 1910 Charlotte
4182. Street, James Thomas 1959 Roxboro
3071. Stringfield, Billie J. (Mrs.) 1944
Hickory
3694. Stroupe, L. S. (D.C.) 1953 Lawndale
5038. Sullivan, H. M. 1967 Waynesville
2453. Sullivan, L. S. 1928 Hickory
1926. Summey, P. B. 1917 Mt. Holly
3584. Summey, W. L. 1952 Dallas
4099. Sumner, E. D. (S.C.) 1958
Athens, Ga.

4733. Sutliff, D. E. (Mich.) 1964 Winter Park, Fla.
3046. Sutphin, E. C. 1944 Galax, Va.
2698. Suttlemyre, C. P. 1935 Hickory
3908. Swan, W. J. 1956 Asheville
4533. Swann, E. F., Jr. 1962 Hickory
3512. Swearngan, C. L. 1951 Charlotte
3585. Swicegood, Shirley W. 1952 Galveston, Texas.
1592. Swindell, E. S. 1911 Durham
5039. Swofford, J. S. 1967 Canton
1388. Sykes, R. J. 1907 Greensboro

T

3817. Talbert, G. R. 1955 High Point
3025. Tart, P. E. 1943 Kinston
2703. Tate, D. O. 1935 St. Petersburg, Fla.
2256. Tate, E. H. 1925 Lenoir
4044. Tate, J. M. (D. C.) 1957 Nashville, Tenn.
4671. Tate, R. E. (S.C.) 1964 Lincolnton
4195. Tate, Samuel Byars (S.C.) 1959 Asheville
4346. Tate, S. C. (Ga.) 1960 Shelby
3818. Tate, W. S. 1955 Lexington
3444. Tatum, Mary E. 1951 Winston-Salem
1577. Taylor, D. G. 1910 Leaksville
5040. Taylor, Frances E. 1967 Durham
2797. Taylor, H. R. (Tenn.) 1938 Rocky Mount
2786. Taylor, H. T. 1937 Goldsboro
3402. Taylor, J. G. 1950 Conway
4634. Taylor, J. R. 1963 Elkin
2398. Taylor, L. B. 1927 Conway
4720. Taylor, Linda T. (Mrs.) 1964 Crossnore
4922. Taylor, Marsha B. 1966 Snow Hill
4084. Taylor, Mary S. 1958 Yadkinville
3183. Taylor, Nancy H. 1947 Washington
3218. Taylor, W. W. 1948 Chapel Hill
1627. Taylor, W. P. 1912 Roanoke Rapids
3047. Teague, J. R. 1944 Reidsville
4247. Teal, E. W. (S.C.) 1959 Winnsboro, S. C.
2988. Tee, H. C., Jr. 1942 Wilson
4599. Temple, Burwell, Jr. 1963 Kinston
4344. Temple, H. A. 1948 Sanford
2333. Tennant, W. D., Jr. 1926 Crossnore
4735. Terman, R. S. (Ind.) 1964 Charlotte
3038. Terrell, J. A., Jr. 1943 Sanford
4600. Thames, W. G. 1963 Fayetteville
3173. Thayer, S. S. (Ohio) 1947 Orlando, Fla.
4545. Thomas, D. M. (Mass.) 1962 Winston-Salem
1701. Thomas, E. E. 1913 Roxboro
2839. Thomas, F. E. (Ala.) 1938 Charlotte
3541. Thomas, H. G. 1952 Wilson
2883. Thomas, J. I. 1939 Dunn
3531. Thomas, J. S. (Ala.) 1952 Charlotte
4852. Thomas, L. W. 1965 Dunn
5008. Thomas, Lowell E. (S. C.) 1967 Hickory
2577. Thomas, P. L. 1931 Shallotte
4202. Thomaston, B. L. (Ala.) 1959 Auburn, Ala.
4334. Thompson, C. D. 1960 Graham
3909. Thompson, D. A. 1956 Salisbury
2811. Thompson, H. O. 1938 Chapel Hill
2258. Thompson, J. L. 1925 Reidsville
2242. Thompson, J. V. (S.C.) 1924 Wilmington
2190. Thompson, P. H. 1924 Fairmont
2987. Thompson, T. H. 1942 Burlington
4127. Thorne, J. P. (Va.) 1958 Roanoke Rapids
3130. Thorne, Lucy K. 1946 Morehead City
3857. Thorne, S. T. 1955 Charlotte
2884. Thornton, G. P. 1939 Goldsboro
2986. Thornton, J. W., Jr. 1942 Rolesville
3112. Tilles, Irving (N.J.) 1946 High Point
2159. Tilley, J. E. 1923 Jamestown
3133. Timberlake, C. V., Jr. 1946 Washington, D. C.
3721. Timberlake, H. W. 1954 Roanoke Rapids
4752. Tinkler, Linda R. (Mrs.) 1964 Chapel Hill
4869. Todd, C. E. (S.C.) 1965 Laurinburg
4721. Todd, W. H. 1964 Aulander
3838. Tollison, R. B. (S.C.) 1955 Wadesboro
2440. Tolson, J. G., Jr. (S.C.) 1927 Henderson
3605. Tomlinson, L. C. (Ga.) 1952 Fayetteville
4950. Tomlinson, L. L. (Ga.) 1966 Thomasville
1990. Toms, E. R. (Ga.) 1919 Wilmington
4778. Totten, Doris S. (Va.) 1964 Wilson
1520. Townsend, J. H. 1910 Red Springs
1703. Trent, J. A. 1913 Galax, Va.
2160. Tripp, G. O. 1923 Wilmington

4982. Tripp, J. N. 1966 Maxton
4812. Tripp, R. T. 1965 Wilson
4923. Tromba, C. B. 1966 Havelock
3958. Trosper, Edith W. 1956 Colorado Springs, Colo.
1343. Trotter, J. R. 1906 Salisbury
4985. Tucci, L. A. (Va.) 1966 Fayetteville
2847. Tunstall, J. P. 1939 Washington
1808. Turlington, J. E. 1915 Lumberton
3481. Turner, C. C., Jr. 1951 Scotland Neck
3587. Turner, C. F. 1952 Florence, S. C.
4460. Turner, G. M. (S.C.) 1962 Greenville, S. C.
3671. Turner, G. W. 1953 Wilmington
3315. Turner, J. K., Jr. 1949 Weldon
2045. Turnmyre, A. P. 1921 Mt. Airy
4552. Twiggs, R. J. (Ga.) 1962 Gainesville, Ga.
4086. Tyler, J. L. 1958 Greenville
2778. Tyson, J. W. 1937 Greensboro
2834. Tyson, W. B. 1938 Rocky Mount

U

4038. Umphlett, H. B., Jr. 1957 Elizabeth City
2570. Umstead, O. L. 1931 Durham
3346. Underwood, D. D. 1950 Greensboro
4829. Underwood, E. B. (Tenn.) 1965 Burnsville
2954. Underwood, H. P., Jr. 1941 Fayetteville
4087. Underwood, M. E. 1958 Wilmington
4008. Upchurch, J. E., Jr. 1957 Durham
2667. Upchurch, M. T. 1934 Smithfield
4722. Upton, J. H. 1964 Greensboro
4403. Usher, Harold G. 1961 Burlington
3403. Ussery, E. McD. 1950 Raleigh
3316. Uzzell, S. C. C. 1949 Asheville

V

4297. Vanderburg, W. L. 1960 Burlington
3482. Van Valkenburgh, W. B. 1951 Asheville
3054. Viall, W. R., Jr. 1944 Pinehurst
1445. Vinson, E. L. 1908 Halifax
3483. Vinson, J. B. 1951 Zebulon
4890. Vogt, R. E. (Ala.) 1966 Colonial Beach, Va.

W

3722. Wagner, J. W. 1954 Charlotte
3750. Wagner, M. T., Jr. 1954 Ft. Collins, Colo.
3523. Wakefield, Griffin (La.) 1951 Charlotte
2278. Walker, A. D. 1925 Wilmington
4647. Walker, H. J. (S.C.) 1963 Richmond, Va.
4785. Walker, Herbert L. (Va.) 1965 Galax, Va.
2504. Walker, Hubert L. 1929 Greensboro
2010. Walker, H. W. 1922 Norlina
4813. Walker, L. S. 1965 Thomasville
4303. Walker, M. H. (Ga.) 1960 Rowland
4183. Walker, Paul Morgan 1959 Newton
2192. Wallace, A. C. 1924 Star
4499. Wallent, J. P. (Mass.) 1962 Garden Grove, Calif.
3275. Walters, H. C. (S.C.) 1949 Florence, S. C.
2441. Walters, J. E. (S.C.) 1928 Wadesboro
2583. Ward, B. R. 1931 Goldsboro
4500. Ward, J. H. (Miss.) 1962 Hendersonville
3160. Ward, J. L., Jr. (Ga.) 1946 Canton
4238. Ward, J. W. 1959 Jacksonville
3484. Ward, W. S. 1951 Swannanoa
3588. Warren, Allene M. 1952 Durham
3122. Warren, B. S., Jr. 1946 Greenville
3695. Warren, C. F., Jr. (Ga.) 1953 Conover
4866. Warren, F. W., Jr. 1965 Gastonia
1816. Warren, J. C. 1915 Benson
1923. Warren, L. A. 1917 Garland
2849. Warren, L. A., Jr. 1939 Roxboro
4865. Warren, L. J. 1965 Raleigh
2846. Waters, P. V. 1939 Mooresville
4814. Watson, B. V. 1965 Lenoir
4039. Watson, E. M. 1957 Madison
2805. Watson, R. N. 1938 Sanford
4674. Watts, J. G. (S.C.) 1964 Burlington
4723. Watts, M. W. 1964 Charlotte
2813. Way, J. A., Jr. 1938 Winston-Salem
4635. Weatherly, W. J. III 1963 Nashville
4636. Weathers, D. L. 1963 Newton
3646. Weatherwax, F. G. (Ga.) 1953 Clemmons
4648. Weaver, M. K. (Ohio) 1963 Carolina Beach
4616. Weaver, Nancy C. (Va.) 1963 Princeton, N. J.
4493. Weaver, V. D. 1962 Greenville, S. C.
3485. Webster, C. D. 1951 Fairmont
3726. Webster, P. E. (S.C.) 1954 Concord
2936. Webster, W. B. (S.C.) 1941 Fairmont

4637. Weir, J. C. 1963 Hendersonville
3589. Welborn, J. H. 1952 Lexington
3198. Welborn, W. F., Jr. 1947 Lexington
2541. Welch, W. D., Jr. 1930 Washington
4129. Wells, Elizabeth H. (S.C.) 1958 Salisbury
4239. Wells, F. E. 1959 Benson
3599. Wells, F. R. (Ohio) 1952 Pinehurst
3963. Wells, K. F. (Tenn.) 1956 Canton
2685. Wells, R. R. 1934 Shelby
2870. Wells, V. D., Jr. 1939 Columbus, Ohio
3751. Wells, W. P. 1954 Durham
3513. Welsh, O. H. 1951 Richmond, Va.
3755. West, J. R. (Ga.) 1954 Asheville
2800. West, June Bush 1938 Raleigh
3514. West, W. A. 1951 Roseboro
2254. West, W. L. 1925 Roseboro
3959. Whaley, E. F. 1956 Elizabeth City
4088. Whaley, H. G. 1958 Wilmington
3515. Whaley, L. M. 1951 Wallace
3347. Wheeler, C. C., Jr., 1950 Creedmoor
1979. Wheeler, C. R. 1919 Orlando, Fla.
2670. Wheless, J. M., Jr. 1934 Farmville
2531. Whitaker, F. B. (Ga.) 1930 Laurinburg
2448. White, D. F. 1928 Mebane
2059. White, E. S. 1921 Greensboro
3858. White, Grey B. 1955 Burlington
3752. White, J. G. 1954 Burlington
4494. White, J. R. 1962 Raleigh
2054. White, J. S. 1921 Mebane
1741. White, Luther 1914 Kinston
4643. White, P. H. (Ga.) 1963 Hickory
2532. White, R. L. (S.C.) 1929 Troy
2211. Whitehead, C. R. 1924 Ramseur
3026. Whitehead, J. D., III 1943 Enfield
4335. Whitehead, W. L. 1960 Siler City
4184. Whitehurst, P. A. 1959 Murfreesboro
2673. Whiteley, R. S. 1934 High Point
2956. Whitford, B. H. 1941 Rocky Mount
2547. Whitley, H. E. 1930 Concord
1898. Whitley, J. R. 1916 Hendersonville
2885. Whitley, W. Y. 1939 Fremont
3082. Whitson, W. J. 1945 Phelps, N. Y.
4539. Wier, J. K. (Neb.) 1962 Chapel Hill
4136. Wiesener, C. V. (Ark.) 1958 Shelby
3723. Wiggins, K. L. 1954 Goldsboro
4767. Wilder, R. B. 1964 Chadbourn
1625. Wilkerson, I. O. 1911 Lexington
4018. Wilkes, Ernestine B. 1957 High Point
3056. Wilkins, Jessie L. 1944 Durham
4304. Wilkinson, J. A. (S.C.) 1960 Winston-Salem
1573. Williams, A. H. A. 1910 Oxford
3405. Williams, B. A. 1950 Hendersonville
4820. Williams, Barbara J. (Mrs.) (S.D.) 1965 Reidsville
3175. Williams, C. H. (Va.) 1947 Laurinburg
4867. Williams, Elizabeth C. (Mrs.) 1965 Danville, Pa.
3516. Williams, E. G. 1951 Gastonia
4240. Williams, Franklin Ervin 1959 Wilmington
3629. Williams, G. L. 1953 Fayetteville
3087. Williams, James D., Jr. 1945 Mansfield, Ohio
4404. Williams, James E. 1961 Rockingham
4888. Williams, J. T., Jr. (S.C.) 1966 Catawba
3134. Williams, Laurel L. 1946 Newport News, Va.
4241. Williams, L. L. 1959 Lexington
2077. Williams, L. L. (Ga.) 1920 Chesterfield, S. C.
2969. Williams, M. H. 1941 Lexington
3152. Williams, Nina F. (Kan.) 1946 High Point
4999. Williams, R. E. (Ga.) 1967 Waynesville
3732. Williams, T. D., Jr. (S.C.) 1954 McColl, S. C.
3517. Williams, W. A. 1951 Rocky Mount
4601. Williams, W. T. 1963 Richmond, Va.
3182. Williamson, Fate (Mrs.) 1947 Albany, Ga.
3819. Williford, E. H., Jr. 1955 Kannapolis
4405. Williford, Evelyn D. 1961 Zebulon
3219. Williford, John S. 1948 Pinetops
4724. Williford, T. A. 1964 Newton Grove
2088. Willis, Beatrice A. 1922 Chapel Hill
2442. Williston, F. D. (Tenn.) 1927 Fayetteville
4879. Willoughby, Linda L. (Mrs.) (Conn.) 1965 Apex
2158. Wilson, C. A. (Ga.) 1922 Monroe
1534. Wilson, Connie H. 1910 Hickory
3318. Wilson, H. W., Jr. 1949 King
4815. Wilson, J. D. 1965 Morganton
4009. Wilson, J. H. 1957 Winston-Salem
3406. Wilson, R. C. 1950 Hendersonville
3486. Wilson, W. H. 1951 Raleigh
2017. Wimberley, R. E. 1920 Raleigh
3753. Wimberley, W. P. 1954 Raleigh
2957. Windecker, G. H. 1941 Butler, N. J.

4924. Winfree, J. H. 1966 San Antonio, Texas
5051. Wingard, Linda (Ala.) 1967 Sylva
4185. Winstead, D. D., Jr., 1959 Washington
3453. Winter, C. O. (S.C.) 1951 Jacksonville
1822. Wolfe, B. H. 1915 Haw River
3820. Wolfe, R. P. 1955 Mt. Airy
1717. Wolfe, W. S. 1913 Mt. Airy
2203. Womble, D. J. 1924 Durham
4638. Womble, Jacqueline R. 1963 Asheville
2726. Womble, L. N., Jr. 1936 Plymouth
3821. Wood, John D. 1955 Burlington
4725. Wood, R. M. 1964 Raeford
4931. Wood, W. W., Jr. (Ga.) 1966 Raleigh
2857. Woodard, B. P. 1939 Princeton
5041. Woodard, E. C., Jr. 1967 Princeton
4299. Woodard, G. F. (S. C.) 1960 Charlotte
3446. Woodard, J. B. 1951 Kannapolis
4816. Woodard, J. W. 1965 Goldsboro
3756. Woodson, J. T., Jr. (Tenn.) 1954 Woodbury, Tenn.
3447. Woody, R. R. 1951 Burlington
1809. Woolard, E. W. 1915 Henderson
2351. Wooten, J. W. F. 1926 Fayetteville
3083. Wooten, Ruth Aycock 1945 Raleigh
4540. Worley, Leroy (S.C.) 1962 Winston-Salem
4657. Wray, W. J. (W. Va.) 1963 Charleston, W. Va.
3606. Wurthmann, B. A. (S.C.) 1952 Sullivan's Island, S. C.
2854. Wyatt, Blanche B. 1939 Wilson
4435. Wyche, G. V. 1961 Roanoke Rapids
4602. Wyke, Martha A. 1963 Raleigh
4640. Wyndham, J. N. (S. C.) 1963 Charlotte
2545. Wynn, W. McK. 1930 Greensboro

Y

3206. Yandell, C. R. (S.C.) 1947 Pineville
3487. Yandle, H. A. 1951 Chapel Hill
4534. Yarborough, F. F. 1962 Raleigh
2798. Yearwood, T. C. (Ill.) 1938 Nicholasville, Ky.
4298. Yost, T. M. 1960 Albemarle
3410. Young, C. W., Jr. (S. C.) 1950 Shallotte
3348. Young, R. L., Jr. 1950 West Jefferson
2799. Young, T. F. (Ark.) 1938 Leicester
3048. Youngblood, Frances Rimmer 1944 Charlotte
4199. Youngblood, Thomas Watson (S.C.) 1959 Raleigh

Z

4406. Zachary, James N. 1961 Sylva
4090. Zambito, Joseph 1958 Jacksonville
3243. Zirkle, Mildred S. (Mrs.) 1948 Berwyn, Pa.
1576. Zuckerman, I. L. 1910 Winston-Salem

REGISTERED ASSISTANT PHARMACISTS

30. Barnhardt, L. E. 1931 Charlotte
50. Bass, J. A. 1932 Wilson
41. Birkitt, S. P. 1931 Charlotte
20. Branch, B. C. 1928 Rocky Mount
28. Brooks, C. M. 1931 Monroe
48. Brown, H. S. 1932 Goldsboro
106. Bryant, Nan 1938 Tarboro
23. Carrigan, J. F. 1930 Spencer
61. Chadwick, S. T. 1933 Morehead City
27. Griffin, T. W. 1930 Statesville
72. Humphries, A. T. 1934 Charlotte
56. King, R. G. 1933 New Bern
7. McConnell, Ethel 1926 Newton
19. Maus, F. B. 1928 Greensboro
64. Moore, H. W. 1933 Lexington
68. Munns, R. F. 1934 Lumberton
5. Musgrove, W. M. 1924 Catawba
53. Porter, J. N. 1933 Charlotte
26. Russell, L. D. 1930 Pleasant Garden
77. Wade, C. E. 1935 Colerain

List of Drug Stores

Revised August 1, 1967

The number preceeding the name of the drug store indicates the permit number of that store. Addresses for each store are listed where given. Person listed immediately following drug store was certified as pharmacist in charge (or permitted physician) on the application for the renewal of the permit. "*" denotes drug store operated under physician's permit. "**" denotes "limited service" institutional permits.

ABERDEEN—Moore County

1. Bryan Drug Company, Inc.
122 W. Main Street (C. L. Guion)

2316. Craig Drug Co.
101 Sycamore St. (M. W. Burroughs)

2. McCrummen's Drug Store
111 W. South Street
(D. C. McCrummen)

AHOSKIE—Hertford County

1310. Boone's Professional Pharmacy
312 S. Acadmey St. (W. T. Boone)

1555. Capps-Daniels Drug Co., Inc.
418 Peacock Street (H. H. Daniels)

1474. Copeland Drug Co.
104 E. Main St. (J. R. Hickmon)

2188. Walker Drug Co., Inc.
117 East Main Street
(W. A. Clodfelter, Jr.)

ALBEMARLE—Stanly County

1635. Drug Centre, Inc.
121 N. First St. (D. L. Bennett)

2278. Eckerd's Drugs
Quenby Village Mall (Robert B. Jones)

1101. K and L Drug Store
316 Montgomery Ave. (T. G. Loftin)

6. Loftin's Drug Store
116 W. North St. (J. R. Gore)

1152. Murrell's Pharmacy
167 N. Second Street (H. T. Murrell)

1930. Murrell's Pharmacy No. 2
825 N. Fourth Street
(H. T. Murrell, Jr.)

7. Phillips Drug Co., Inc.
111 N. Second Street (Tom Yost)

8. Purcell Drug Co.
135 W. Main St. (J. B. Davis)

1674. Stanly County Hospital Pharmacy
N. 4th Street (J. K. Stoots)

1802. Yadkin Pharmacy
123 Yadkin St. (F. A. Sinclair)

ANDREWS—Cherokee County

1813. Burch Drug Store
2nd St. (E. U. Burch)

2157. Liles Drug Store
(Fred B. Liles, Jr.)

ANGIER—Harnett County

1327. McKnight's Drug Store
Main St. (A. L. McLean, Jr.)

841. Talton Drug Store
100 Depot Street (I. J. Pruett)

APEX—Wake County

1320. Apex Pharmacy
100 N. Salem St. (Margaret B. Perry)

2310. Medical Center Pharmacy
211 S. Salem St.
(L. C. Dollar)

ARCHDALE—Randolph County

1163. Lowe's Pharmacy, Inc.
(John D. Lowe)

ASHEBORO—Randolph County

2053. Asheboro Drug Co.
200 Foust Street (Jack Duggins)

1415. CAR Drugs
1717 N. Fayetteville St. (C. A. Reaves)

1174. Fox Professional Drug Co., Inc.
1021 S. Fayetteville St. (J. H. Fox)

2090. Kearns Service Drug Store, Inc.
803 W. Salisbury (Ben Mobley)

1580. Mann's Dependable Drug Store
341 N. Fayetteville St.
(L. H. Carter)

2218. Mann's Drug Store No. 2
Cor. Cox Avenue & H'way 64
(J. M. Prevo)

1967. Reaves Walgreen Agency Drugs
117 Sunset Ave. (Homer G. Hall, Jr.)

ASHEVILLE—Buncombe County

1575. A-B Pharmacy—1
16 Battery Park Avenue
(G. W. Matthews)

1928. A-B Pharmacy—2
645 Biltmore Ave. (Cecil I. James)

1466. Adams Professional Pharmacy, Inc.
105 Doctors Bldg., Doctors Drive
(J. W. Adams)

64. Aiken's Pharmacy
14 Lodge St. (J. H. Aiken)

2345. Aston Park Hospital, Inc.**
289 Hilliard Avenue
(J. W. Adams)

2379. Austraw's Pharmacy
1005-7 Tunnel Rd. (R. F. Austraw)

1911. B & B Pharmacy
462 Haywood Rd.
(L. B. Brookshire)

2335. Barefoot & Tatum Drugs, Inc.
2 N. Pack Square
(J. P. Goforth)

1427. Bennett's Drug Store
472 Haywood Road
(B. J. Jones)

66. Biltmore Drug Store
1 Kitchen Place (L. M. Jarrett)

2244. Brentwood Rehabilitation Center**
500 Beaverdam Road
(Jacqueline Womble)

867. Charlotte St. Drug Co., Inc.
100 Charlotte St. (B. F. Klein)

1472. Eckerd's of Asheville, Inc.
1001 Patton Ave.
(Roger Spittle)

23. Eckerd Drugs, Inc.
31 Patton Ave. (S. B. Tate)

2236. Eckerd's Drugs
Tunnel Road Shopping Center
(D. D. Stamey)

1187. Eckerd's-Haywood, Inc.
21 Haywood St. (W. C. Sharpe)

1371. Ideal Drug Store
733 Haywood Road (W. C. Braman)

1506. Kenilworth Drug Store
489 Biltmore Avenue
(J. C. McGee, Jr.)

1086. Lamore's Pharmacy
603 Tunnel Rd. (W. P. LaMore)

2174. Lord's Drug Store, Inc.
793 Merrimon Ave. (J. R. West)

882. Malvern Hills Drug Store
1478 Patton Ave. (W. T. Sisk)

1070. Memorial Mission Hospital Pharmacy
509 Biltmore Ave. (E. H. Knight)

1323. Merrimon Ave. Pharmacy
215 Merrimon Ave. (Albert Chandley)

1089. Montford Pharmacy
231 Montford Ave. (A. G. Kiser)

1787. Northland Drug
946 Merrimon Ave.
(R. F. Coppedge, Jr.)

1201. Pack Square Pharmacy
22 N. Pack Square (L. P. Brookshire)

36. Pinner's Drug Store
619 Haywood Rd. (Julian N. Hawkins)

1132. Saint Joseph's Hospital Pharmacy
428 Biltmore Ave.
(Virginia Callahan)

37. Salley's Drug Store
85 Patton Ave. (Thomas Keating)

1622. Salley's Eastgate Drugs
253 Tunnel Road (C. O. Jumper)

2282. Salley's Prescription Shop, Inc.
Biltmore Avenue
(Moss Salley, Jr.)

2027. Salley's South Forest Pharmacy, Inc.
South Forest Shopping Center
(E. P. Judy)

2150. Service Drugs of Asheville, Inc.
31 Hendersonville Road
(T. M. Donnelly)

1462. Shigley's Grove Park Pharmacy
250 Charlotte St. (H. H. Shigley)

1976. Trantham's Drug Store
38 Broadway (V. G. Burch)

2156. Y.M.I. Drug Store
29 Eagle St. (F. H. Harris, Jr.)

2372. Westgate Drugs
Westgate Shopping Center
(Ralph Bennett)

AULANDER—Bertie County

2137. Aulander Pharmacy
Main Street
(W. Hoyt Todd)

AVONDALE—Rutherford County

44. Adkinson Drug Co.
100 Main St.
(N. F. Adkinson)

AYDEN—Pitt County

1603. Edwards Pharmacy
203 S. Lee Street
(S. McD. Edwards)

BAILEY—Nash County

2301. Bartlett Pharmacy
(J. B. Bartlett)

BAKERSVILLE—Mitchell County

2382. Bakersville Pharmacy
Main Street (R. B. Smith, Jr.)

BANNER ELK—Avery County

2001. Charles A. Cannon, Jr.
Memorial Hospital Pharmacy
(P. E. Branch)

BAT CAVE—Henderson County

Valley Clinic and Hospital**
Highway #74 (Larry G. Baber)

BAYBORO—Pamlico County

2070. Morris Drug Co. (S. C. Morris)

BEAUFORT—Carteret County

1885. Bell's Drug Store
425 Front St. (Lynwood Daughtry)

51. Guthrie-Jones Drug Company
507 Front Street (D. E. Jones)

BELHAVEN—Beaufort County

54. O'Neal's Drug Store
230 E. Main St. (W. P. O'Neal)

BELMONT—Gaston County

55. Belmont Drug Co.
9 Main St. (H. T. Horsley)

1500. Catawba Pharmacy
403 Catawba St. (S. E. Comstock)

1647. Robinson's Drug Store, Inc.
16 Main St. (C. D. Croft)

1655. Watkins Pharmacy, Inc.
132 N. Main St. (W. A. James)

BENSON—Johnston County

1821. Benson Drug Co.
104 E. Main St. (W. L. Rogers)

60. Warren Drug Company
211 E. Main St. (F. E. Wells)

BESSEMER CITY—Gaston County

1896. Central Drug Store
112 W. Virginia Ave. (J. V. Putnam)

62. Curtis Pharmacy
102 W. Virginia Ave. (J. R. Curtis)

BETHEL—Pitt County

1823. Bethel Pharmacy, Inc.
(J. R. Bowers)

63. H. L. Rives Drug Company
Railroad St. (H. L. Rives)

BEULAVILLE—Duplin County

1760. Bostic Drug Co., Inc.
(R. A. Bostic)

BISCOE—Montgomery County

2283. Biscoe Drug Store
Carthage Road (W. I. Jenkins, Jr.)

BLACK MOUNTAIN—Buncombe County

2121. Black Mountain Drug Co.
101 W. State St. (S. B. Roberts)

1359. Key City Pharmacy
204 Sutton Ave. (H. D. Crawford)

1743. Knight's Pharmacy
116 W. State St. (J. A. Kluttz)

2125. Ward's W. N. C. Drug Store
W. N. C. Shopping Center—
Highway 70 W. (W. O. Sheaffer)

2267. Western N. C. Sanatorium **
(John A. Kluttz)

BLOWING ROCK—Watauga County

2277. Blowing Rock Hospital **
Chestnut Drive (William Shaheen)

2140. The Village Pharmacy
Main St. (William Shaheen)

BOILING SPRINGS—Cleveland County

1096. Boiling Springs Drug Company, Inc.
(R. H. Beason)

BOONE—Watauga County

73. Boone Drug Co.
113 E. King St. (W. R. Richardson)

1592. Carolina Pharmacy
231 E. King St. (J. P. Greene)

2216. King Street Pharmacy
East King Street (J. C. Miller)

2353. Watauga County Hospital**
Deerfield Road
(O. K. Richardson)

BOONVILLE—Yadkin County

1991. Boonville Pharmacy (D. C. Clark)

BREVARD—Transylvania County

2098. Duvall Drugs, Inc.
Broad St. (Clyde Duvall)

2171. S. M. Macfie Drug Co.
2 W. Main St. (G. F. Grasnick)

1556. Morris Pharmacy, Inc.
Cor. Broad & Main Sts.
(E. M. Morris)

1744. Varner Drug Company
Jordan & Broad Sts.
(Paul Owenby, Jr.)

BROADWAY—Lee County

1944. Broadway Drug Store
Main St. (G. W. Beale, Jr.)

BRYSON CITY—Swain County

80. Bryson City Drug Company
108 Everett St. (Kelly Bennett)

1083. Swain Drug Store
Everett St. (C. B. Hawkins)

BUNN—Franklin County

83. Bunn Drug Co.*
Main St. (W. F. Cole, M.D.)

BURGAW—Pender County

1198. Dees Drug Store, Inc.
119 Wright St. (R. R. Dees)

1030. Durham Drug Company
Fremont St. (A. G. Millican)

2290. Pender Memorial Hospital, Inc.**
(R. R. Dees)

BURLINGTON—Alamance County

1192. Alamance County Hospital Pharmacy
Graham-Hopedale Road
(R. L. Salter, Jr.)

2145. Alamance Drug Company
223 Maple Ave. (H. G. Usher)

2361. Andrews Drug Co., Inc.
138 Maple Ave. (W. H. Jennings)

86. Asher-McAdams Drug Co.
305 Trollinger (J. W. McAdams)

1816. Barbour Drugs, Inc.
2213 Edgewood Ave.
(J. P. Barbour, Jr.)

87. Burlington Drug Company, Inc.
East Front St. (R. E. Heath)

89. Davis Street Pharmacy, Inc.
751 E. Davis St. (Robert Woody)

1989. Eckerd's Drugs
Cum-Park Shopping Center
(W. L. Vanderburg)

1407. Griffin's Pharmacy, Inc.
445 Chapel Hill Rd. (S. D. Griffin, Jr.)

2373. Medical Center Pharmacy, Inc.
274 Graham-Hopedale Rd.
(M. E. McCorkle)

2144. Medical Village Apothecary
1610 Vaughn Road
(W. S. Gardner)

2258. Memorial Hospital of Alamance
County Pharmacy
730 Hermitage Road
(Walter K. Saunders)

94. Perry's Pharmacy
917 Rauhut St.
(W. R. Perry)

1413. Sherard's Pharmacy
1253 Webb Ave. (G. S. Sherard)

2254. SupeRx Drugs
510 N. Church Street (R. L. Lane)

1188. Thompson's Pharmacy
804 Rauhut St. (T. H. Thompson)

BURNSVILLE—Yancey County

2176. Banks Pharmacy
W. Main St. (E. B. Underwood)

1724. Pollard's Drug Store
West Main St. (C. B. Gillespie, Jr.)

2385. Yancey Hospital**
(Henry A. Leigh)

CANDLER—Buncombe County

2162. Pisgah View Pharmacy
US 19-23 (John Moore)

2166. Valley Drug Co.
US 19-23 (Hayes Hall)

CANDOR—Montgomery County

1732. B & B Drug Co.
Main St. (R. T. Giles)

CANTON—Haywood County

1980. Canton Drug Store
137 Main St. (J. L. Jones, Jr.)

98. Champion Cut-Rate Drug Store, Inc.
147 Main St.
(J. L. Ward, Jr.)

2340. Hendrix Drug Store
108 Main St. (J. B. Patton, Jr.)

100. Martin's Drug Store, Inc.
24 Park St. (B .M. Burrus)

1624. Midway Professional Pharmacy
H'way 19-23. (K. F. Wells)

CAROLINA BEACH—New Hanover County

1766. Carolina Beach Drug Company, Inc.
140 Harper Ave. (L. E. Bunch)

CARRBORO—Orange County

1707. Senter's Drug Store
132 E. Main St. (L. M. Senter)

CARTHAGE—Moore County

104. Shields Drug Co., Inc.
Cor. Court House Square & Monroe Sts.
(S. B. Johnson)

CARY—Wake County

1490. Ashworth Rexall Drugs
105 W. Chatham St. (R. H. Ashworth)

1444. Mitchell's Pharmacy
138 E. Chatham St. (T. W. Mitchell)

CHADBOURN—Columbus County

107. Koonce Drug Co.
Chadbourn Shopping Center
(S. G. Koonce)

2322. Wilder's Pharmacy
105 7th Avenue (R. B. Wilder)

CHAPEL HILL—Orange County

1184. Colonial Drug Co.
414 W. Franklin St. (J. H. Carswell)

2052. Courts Drug Co.
123 W. Franklin St. (Ben Courts)

2029. Eckerd's Drugs
Eastgate Shopping Center
(Suzanne Penzotti)

1516. Glen Lennox Pharmacy, Inc.
Glen Lennox Shopping Center
(G. W. Harris)

1754. Mann's Dependable Drug Stores
Eastgate Shopping Center
(D. T. Randall)

1218. N. C. Memorial Hospital Pharmacy
U.N.C. (W. W. Taylor)

994. Sloan Drug Company
101 E. Franklin St. (W. L. Sloan)

2055. Sutton's Drug Store
159 E. Franklin St.
(Elliott Brummitt)

972. Village Pharmacy, Inc.
318 W. Franklin St. (J. C. Fox, Jr.)

CHARLOTTE—Mecklenburg County

1829. Amity Gardens Drugs, Inc.
Amity Gardens Shopping Center
(R. W. Smith, Jr.)

977. Avondale Pharmacy
2410 Park Road (Charles Norris)

1636. Benson's Rexall Drugs
1550 West Blvd. (L. M. Benson, Jr.)

1982. Benson Rexall Drugs
2717 South Blvd. (Ralph Knox)

1796. Biddleville Pharmacy
1023 Beatties Fd. Rd.
(Wm. Deavers)

1722. Bizzell's Freedom Drive Drugs
2416 Freedmon Dr. (J. W. Leonard)

116. Carolina Cut-Rate Drug Store, Inc.
225 W. Trade St. (F. E. Thomas)

117. Carolina Pharmacy
401 E. Trade St. (T. H. Lever)

1142. Cay Drug Store, Inc.
221 W. Trade St. (Joe Greenspan)

1195. Charlotte Drug Company
203 E. Trade St. (J. T. Hough)

2213. Charlotte Eye, Ear, and Throat Hospital
1600 East Thired Street
(J. A. McBryde)

119. Charlotte Memorial Hospital Pharmacy
1000 Blythe Blvd. (W. A. Rinehart)

2289. Charlotte Rehabilitation Hospital**
1610 Brunswick Avenue
(E. B. Eadie)

1988. Dalebrook Pharmacy
2500 Beatties Ford Rd.
(Griffin Wakefield)

1902. Eastway-Plaza Drugs
Eastway & The Plaza
(J. S. Thomas)

1672. Eastwood Pharmacy
1419 Eastway Dr. (C. B. Gaddy, Jr.)

1315. Eckerd's Drugs
1025 Providence Rd. (Seth Smith)

121. Eckerd's Drugs
100 N. Tryon St. (J. S. LeGette)

1155. Eckerd's Drugs, Inc.
1332 Central Ave. (R. D. Cooper)

1653. Eckerd's Drugs, Inc.
444 Charlottetown Mall (S. T. Thorne)

1886. Eckerd's Drugs
Freedom Village Shopping Center
(H. C. Rice)

1452. Eckerd's Drugs
4133 Park Road (J. A. Hill)

2087. Eckerd's Drugs
5925 Pineville Rd.
(C. V. Christensen)

2181. Eckerd's Drugs
3740 E. Independence Blvd.
(Phyllis A. Hubbard)

1569. Godley Center Pharmacy, Inc.
4800 Rozzells Ferry Road
(Harry R. Stowe)

2273. Green Acres Pharmacy **
Route 10 (J. B. Balas)

124. Hardee's Pharmacy
2909 Selwyn Ave. (A. K. Hardee, Jr.)

1567. Harris Super Drugs
124 Sharon-Amity Rd.
(D. L. Lemelin)

1736. Harris Super Drugs
1704 Central Ave. (G. L. Smith)

1772. Harris Super Drugs
5107 S. Blvd. (Jack Hickman)

1972. Harris Super Drugs
4716 Sharon Road (M. A. Dente)

2326. Hawthorne Pharmacy
of Charlotte, Inc.
207 Hawthorne Lane
(V. L. Riggsbee, Jr.)

2350. Hoskins Drug Company
4130 Rozzell's Ferry Rd.
(G. F. Woodard)

2022. King Drug Co.
3038 Eastway Drive (J. E. Oxendine)

1514. Kiser Drug Co., Inc.
3401 Belhaven Blvd.
(Betty S. Clinard)

1139. Medical Pharmacy
1010 Kings Drive (E. B. Eadie)

1069. Mercy Hospital Pharmacy
2000 E. 5th St. (Gilbert Colina)

2100. Mitchener's Professional Pharmacy, Inc.
1217 The Plaza (J. W. Mitchener)

815. Myers Park Pharmacy
1340 Romany Rd. (C. R. Stine)

136. Niven Drug Co.
131 E. Park Ave. (Martin Katzman)

1781. North Charlotte Pharmacy, Inc.
3201 N. Davidson St. (C. P. Copses)

137. Park Place Pharmacy
613 Providence Road (S. L. Shultman)

1987. Park Road Drug Co.
3922 Park Rd. (R. L. Lewis)

2256. The Pharmaceutical Center
1850 East Third Street
(A. L. Artemes)

2049. Pike's Drug Store, Inc.
of Charlotte
2044 N. Graham St.
(Ed Hansen)

2012. Plaza Hill Pharmacy, Inc.
2513 Plaza Road (P. E. Hawkins)

932. Presbyterian Hospital Pharmacy
200 Hawthorne Lane (J. H. Rosser)

2088. Providence Pharmacy
705 Sharon-Amity Rd.
(T. D. Leonard)

143. Selwyn Cut-Rate Drug Store
406 W. Trade St. (J. S. Nance)

1342. Shamrock Drug Store
3029 The Plaza (Melvin Solomon)

1971. Spoon's Pharmacy
6808 Hickory Grove Rd.
(J. M. Spoon)

144. Stanley Drug Stores, Inc.
1949 E. 7th St. (V. E. Stanley)

1847. Sterling Drug Store No. 2, Inc.
1501 Elizabeth Ave. (W. V. Proctor)

146. T. A. Walker, Inc.
332 N. Tryon St. (F. H. Cline)

1432. T. A. Walker, Inc.
Hawthorne Medical Center
227 Hawthorne Lane (G. E. Harwood)

2059. Wesley Nursing Center **
3700 Shamrock Dr.
(A. E. Galloway)

1978. Westerly Hills Drug Company
3408 Wilkinson Blvd. (Charles Jarrett)

1473. Westside Drug Center, Inc.
1910 Rozzells Ferry Road
(J. W. Allen)

1919. Yorkmont Drug Co., Inc.
4812 York Rd. (R. M. Geer)

2323. Youngblood Drugs, Inc.
127 Scalybark Rd.
(Frances Youngblood)

CHERRYVILLE—Gaston County

150. Allen Drug Co.
110 E. Main St. (H. H. Allen, Jr.)

151. Houser Drug Co., Inc.
100 E. Main St. (W. H. Houser)

2151. Medical Center Pharmacy of Cherryville, Inc.
Academy St. (W. E. Houser)

CHINA GROVE—Rowan County

2034. Brown Drug Company
102 S. Main St. (H. L. Hauss)

1881. China Grove Drug Co.
112 S. Main (R. A. Kiser)

CLAREMONT—Catawba County

1824. Busbee's Pharmacy
Cor. 1st Ave. & E. Main St.
(J. A. Busbee)

CLARKTON—Bladen County

1386. Fowler Drug Store, Inc.
College St. (J. D. Fowler)

CLAYTON—Johnston County

155. Beddingfield's Drug Company
325 E. Main St.
(C. H. Beddingfield, Jr.)

1977. Whitley-Bain Drug Co.
333 Main St. (Douglas McCormac)

CLEMMONS—Forsyth County

1752. Weatherwax Pharmacy
Clemmons Center (F. G. Weatherwax)

CLIFFSIDE—Rutherford County

1685. Harris Drug Store
1 Main St. (L. C. Harris)

CLINTON—Sampson County

159. Butler's Pharmacy
204 Main St. (Sanford Price)

1651. Darden Pharmacy
Jordan's Shopping Center
(R. J. Darden)

2003. Dawkins Pharmacy
106 Raleigh Rd. (W. A. Dawkins, Jr.)

1670. Gaddy Pharmacy
604 Beaman St. (C. H. Gaddy)

1436. McLean Hospital Pharmacy
612 Beaman (G. W. McLean)

2041. Matthews Drug Store
111 Vance Street (R. E. Bishop)

2338. Reynolds Drugs
209 W. Main St.
(R. M. Herring)

CLYDE—Haywood County

1486. Clyde Pharmacy
Main Street (A. B. Lott)

COATS—Harnett County

1113. McKnight's Drug Store
Main St. (L. E. McKnight, Jr.)

COLERAIN—Bertie County

165. Wade's Pharmacy*
Main St. (Wm. M. Atkins, MD)

COLUMBIA—Tyrrell County

166. Tyrrell Drug Co.
Main St. (J. P. David)

COLUMBUS—Polk County

1727. Columbus Pharmacy
Mill Street (C. P. Meroney)

CONCORD—Cabarrus County

167. Airheart's Drug Store
15 Market St. (J. W. Airheart)

168. Cabarrus Drug Co.
16 S. Union St. (W. Lee Moose)

944. Cabarrus Memorial Hospital Pharmacy
U. S. H'way 29 (R. W. Hardy)

170. Gibson's, Inc.
1 S. Union St. (A. R. Forsyth)

2358. Medical Center Pharmacy of Concord, Inc.
25 Lake Concord Road
(P. R. Forrester)

1850. Park's Pharmacy
Union Cemetery Rd. (P. E. Webster)

1335. Pike's Drug Store, Inc.
863 Church St., N. (J. M. Pike)

1681. Pike's South Union Drug Store, Inc.
846 S. Union St. (D. W. Beaver)

2341. Porter Drug Company
8 S. Union St. (Ernest Porter, Jr.)

2253. SupeRx Drugs
140 Cloverleaf Shopping Center
(J. L. McNeely)

173. Whitmore Drug Company
80 S. Union St. (H. E. Whitley)

CONOVER—Catawba County

175. Bowman Drug Co.
126 First Ave. South (C. E. Bowman)

1753. Conover Drug Co.
203-1st Ave., E. (B. L. Price)

2317. Mann's Dependable Drug Store
Villa Park Shopping Center
(T. E. Harris, Jr.)

CONWAY—Northampton County

2327. Taylor Drug Co.
Highway 158 (J. G. Taylor)

COOLEEMEE—Davie County

178. Cooleemee Drug Co., Inc.
Cooleemee Shopping Center
(E. D. Hoyle)

CORNELIUS—Mecklenburg County

1623. Mid Way Pharmacy, Inc.
809 North Main Street
(H. D. Sharp)

CRAMERTON—Gaston County

1389. Cramerton Drug Co.
Eighth Ave. (J. C. Kiser)

CREEDMOOR—Granville County

1888. Creedmoor Drug Co., Inc.
Main St. (C. C. Wheeler)

CROSSNORE—Avery County

181. Crossnore Drug Store
U. S. Highway 221
(W. D. Tennant, Jr.)

2363. Garrett Memorial Hospital Pharmacy**
(Roy B. Smith, Jr.)

DALLAS—Gaston County

919. Summey Drug Company
(W. L. Summey)

DAVIDSON—Mecklenburg County

2160. Parks Rexall Drugs
131 N. Main St. (W. A. Parks)

DENTON—Davidson County

2238. Davidson Drug Store
N. Main Street (Lester Auman, Jr.)

1920. Denton Drug Store
(W. L. Lamar)

DENVER—Lincoln County

2089. Denver Drug Co.
Highway 16 (W. B. Maurer)

DERITA—Mecklenburg County

1399. Derita Drug Co.
(T. W. McFarland)

DOBSON—Surry County

2078. Ray's Pharmacy
Atkins St. (Ray Hagwood)

DRAPER—Rockingham County

1711. Center Pharmacy, Inc.
233 N. Fielderest Rd.
(R. F. Harrison)

DREXEL—Burke County

1801. Crosby's Rexall Pharmacy
School & Main Sts. (W. L. Crosby)

DUBLIN—Bladen County

1865. Dublin Drug Co.
Highway 87-410 Junction
(J. H. Freeman)

DUNN—Harnett County

2105. Butler & Carroll Drug Co., Inc.
129 E. Broad St. (W. W. Carroll, Sr.)

1593. Hospital Pharmacy, Inc.
200 N. Ellis Ave. (Rupert Cox)

1617. Lynch Pharmacy
1006 W. Cumberland (H. W. Lynch)

1202. Thomas Drug Store
323 E. Broad St. (J. I. Thomas)

DURHAM—Durham County

1676. Al's Pharmacy
314 S. Gregson St. (Alvin Bryant)

2072. Brewer Drugs
639 Broad St. (S. O. Brewer, Jr.)

1526. Center Drug Store of Durham, Inc.
2844 Roxboro Rd. (J. M. Pickard)

213. Crabtree Pharmacy
2100 Angier Ave. (A. H. King)

2315. Croasdaile Pharmacy
Croasdaile Shopping Center
(A. F. Lockamy, Jr.)

192. Don Booth Drug Co.
2699 Chapel Hill Blvd.
(G. D. Booth)

197. Duke Hospital Pharmacy
Duke University (I. T. Reamer)

1861. Durham Drug Co., Inc.
330 W. Main St. (W. P. Wells)

1815. Eckerd's-Broad, Inc.
1116 Broad St. (Christie Hill)

199. Eckerd Drugs
122 W. Main St. (V. A. Shore, Jr.)

2252. Eckerd's Drugs
2216 Roxboro Rd. (O. L. Umstead)

1419. Eckerd's Drugs
1223 University Drive (Patsy Latta)

200. Garrett's Baltimore Drug Store
332 E. Pettigrew St. (Y. D. Garrett)

2265. Hillcrest Convalescent Home, Inc. **
1417 West Pettigrew Street
(H. L. Kelly)

201. Holloway St. Pharmacy
1026 Holloway St. (M. S. Burt)

202. Hospital Pharmacy
1124 Broad St. (B. W. Spencer, Jr.)

1065. Kale Drug Co.
933 E. Main Street (R. G. Kale)

1614. Kerr Rexall Drugs
123 Wellons Village Shopping Center
(R. B. Overton, Jr.)

1759. Kerr Rexall Drugs
Chapel Hill Rd. (T. H. Lever)

1741. Kerr Rexall Drugs
Northgate Shopping Center
(J. E. Upchurch, Jr.)

1297. Lincoln Hospital Pharmacy
1301 Fayetteville St. (Tai-Yee Kiang)

739. McDonald's Drug Store
732 Ninth St. (J. C. McDonald)

1236. McPherson Hospital Pharmacy
1110 W. Main St. (Ida Keetsock)

1620. Mangum St. Pharmacy, Inc.
806 N. Mangum St. (L. R. Sparks, Jr.)

1940. Parkwood Pharmacy, Inc.
Parkwood Shopping Center
(V. A. Blair)

1291. Professional Pharmacy, Inc.
1200 Broad St. (H. L. Kelly)

1953. Rogers Drug Co.
202 Mangum St. (Shirley Paull)

210. Watts Hospital Pharmacy
Broad St. (G. M. Stahl)

211. West Side Pharmacy
701 Chapel Hill St. (J. C. Harris)

1128. Womble's Pharmacy
601 E. Main St. (D. J. Womble)

EAST BEND—Forsyth County

1897. Schlagel's Pharmacy
Highway 67 (A. P. Schlagel, Jr.)

EDENTON—Chowan County

1464. Hollowell's Rexall Drugs
323 S. Broad St.
(W. H. Hollowell, Jr.)

1476. Mitchener's Pharmacy
301 S. Broad St.
(J. A. Mitchener, Jr.)

ELIZABETH CITY—Pasquotank County

1775. The Apothecary Shop
104 E. Main St. (E. F. Whaley)

2377. Colonial Drugs
Highway 17 North (G. W. Davis, Jr.)

2184. Dept. of Pharmacy-Albemarle Hospital, Inc. **
N. Road Street
(Harry Umphlett, Jr.)

905. Jacock's Pharmacy, Inc.
207 S. Poindexter St. (J. E. Sparks)

219. Overman & Stevenson
512 E. Main St. (R. S. Bunn)

2231. Sparks Rexall Pharmacy, Inc.
605 West Ehringhaus St.
(Alpheus Benthall)

1422. Todds Pharmacy, Inc.
216 S. Poindexter St. (C. L. Neal)

ELIZABETHTOWN—Bladen County

221. Bennett-Stone Pharmacy
W. Broad Street (B. F. Stone)

1545. Smith Pharmacy
Broad Street (A. G. Smith)

ELKIN—Surry County

1663. Bridge Street Pharmacy, Inc.
817 N. Bridge St. (H. E. Dillon)

224. Elk Pharmacy, Inc.
115 E. Main St. (D. A. Irwin)

1873. Fisher's Pharmacy
109 W. Main St. (P. L. Fisher)

225. Royall Drug Co., Inc.
128 W. Main St. (G. E. Royall, Jr.)

ELLERBE—Richmond County

226. Warner Drug Co.
Main Street (W. L. Johnson)

ELM CITY—Wilson County

228. Elm City Pharmacy
Main St. (M. L. Davis)

ENFIELD—Halifax County

230. Beavans Drug Store
132 W. Whitfield St. (S. C. Beavans)

1795. Harrison Drug Company
109 Railroad St. (R. E. Scharff)

231. Whitehead Drug Co.
120 Whitfield St. (J. D. Whitehead)

ENKA—Buncombe County

2017. Elson's Drug Store
Hwy 19-23 (L. C. Hankey)

2018. Enka Drug and Food (S. A. Dantzler)

ERWIN—Harnett County

2240. Carl's Drugs
E. 8th Street (J. T. Moore)

2113. E. R. Thomas Drug Co., Inc.
103 East H. Street
(Leonidas Jackson)

FAIR BLUFF—Columbus County

1814. Elvington's Pharmacy
(P. L. Elvington, Jr.)

FAIRMONT—Robeson County

1952. Fairmont Drug Co., Inc.
Main & Center Sts. (H. E. Malion)

1026. Webster's Pharmacy
214 Main St. (C. D. Webster)

FAISON—Duplin County

1350. Faison Drug Co.
(P. L. Caldwell)

FAITH—Rowan County

1550. Faith Drug Co., Inc.
Main St. (A. E. Morris, Jr.)

FARMVILLE—Pitt County

1176. City Drug Company
103 S. Main St. (J. M. Wheless, Jr.)

2192. Kue's Pharmacy
S. Main St. (J. H. L. Kue)

FAYETTEVILLE—Cumberland County

243. Bender's Drug Store
201 Hay St. (L. L. Rouse)

1325. Bender's Rexall Drug Store
1226 Fort Bragg Road (L. R. Lanier)

1643. Cape Fear Drug Co., Inc.
2631 Raeford Rd. (D. A. Roberts)

1431. Cape Fear Valley Hospital Pharmacy
Owen Drive (G. L. O'Briant)

1862. Fayetteville Drug Co.
114 Gillespie St. (B. C. Brooks)

1618. Fayetteville Drug Co.—#2
Bordeaux Shopping Center
(Alec Clelland)

247. H. R. Horne & Sons
124 Hay St. (H. R. Horne)

1600. MacKethan & Company
102 Person St. (H. P. Underwood, Jr.)

1958. Market Square Drug Company
101 Hay St. (Christine M. Dutton)

1209. Markham Drug Co.
114 W. Rowan St. (G. W. Markham)

1602. Massey Hill Drug Co., Inc.
1061 Southern Ave. (L. C. Tomlinson)

249. Matthews' Pharmacy
451 Hay St. (R. V. McBryde)

1702. Prescription Center
907 Hay St. (Gary Newton)

2006. Professional Drug Co.
1637 Owen Dr. (W. G. Thames)

982. Reaves' Drug Store, Inc.
2706 Bragg Blvd. (L. E. Reaves, Jr.)

1925. Reaves Rexall Drugs
Tallywood Shopping Center
(B. D. Schaefer)

250. Service Drug Store
113 Gillespie St. (F. D. Williston)

2297. Treasure City Pharmacy
3611 Ramsey Street (L. A. Tucci)

890. Williams' Drug Store
502 Hillsboro St. (N. M. Parker)

FLETCHER—Henderson County

912. Fletcher Pharmacy
Asheville Highway (Q. H. Beck)

1301. Mountain Sanitarium and Hospital Pharmacy
Howard Gap Road (M. L. Brown)

FONTANA VILLAGE—Graham County

1324. Fontana Drug Store
(Paul Spirko)

FOREST CITY—Rutherford County

1398. Forest City Pharmacy, Inc.
111 S. Powell St. (W. L. Cowan)

1457. Smith's Drug, Inc.
227 E. Main St. (M. L. Higdon)

1661. Smith's Drug #2, Inc.
West Main St. (Carl Jolley)

FOUR OAKS—Johnston County

1158. Austin's Drug Store
Main St. (L. C. Carter)

257. Four Oaks Drug Company
E. Main St. (M. S. Canaday)

FRANKLIN—Macon County

258. Angel's Drug Store
(R. A. Cloer)

2211. Carolina Pharmacy
22 Main St. (J. C. Mason)

1402. Perry's Drug Store
9 Main St. (V. H. Perry)

FRANKLINTON—Franklin County

1948. Corner Drug Store, Inc.
Main St. (W. L. Johnson, Jr.)

2067. Henderson's Pharmacy, Inc.
102 Main St. (Bruce Honeycutt)

FREMONT—Wayne County

1042. Fremont Pharmacy
(J. S. Stewart)

FUQUAY VARINA—Wake County

262. Elliott's Pharmacy
202 S. Main St. (A. G. Elliott, Jr.)

263. Johnson's Drug Store
146 S. Main St. (C. E. Adams)

1701. Smith Pharmacy
Crumpler Shopping Center
(J. H. Smith, Jr.)

2023. Varina Pharmacy
226 Broad St. (A. S. Clay)

GARLAND—Sampson County

1079. Garland Drug Company
Railroad St. (H. C. Rich)

GARNER—Wake County

1650. Forest Hills Pharmacy, Inc.
Aversboro Road (William Lloyd)

1439. Lloyd's Drug Store
111 Main Street (Grady Britt)

GASTONIA—Gaston County

1831. Akers Center Pharmacy
1425 Wilkinson Blvd. (W. G. Forrest)

1532. Brown-Medlin Drug Store, Inc.
1514 S. York Road
(W. E. Medlin)

1085. Caldwell Drug Store, Inc.
207 S. Chestnut St. (J. U. Ameen)

2007. Eckerd's Drugs
Akers Shopping Center
(Sidney Klein)

2180. Eckerd's Drugs
Dixie Village Shopping Center
(W. H. Burford)

1856. Franklin Drug Store
1402 W. Franklin Ave. (B. M. Bell)

1191. Gaston Memorial Hospital Pharmacy
401 N. Highland (W. A. Carter)

270. Kennedy's Inc.
215 W. Main St. (G. V. Cloninger)

2082. Linwood Road Pharmacy, Inc.
1328 Linwood Rd.
(M. Z. Honeycutt, Jr.)

268. Moss Rexall Drugs
701 W. Franklin Ave. (F. M. Moss)

2264. Prescription Center Pharmacy, Inc.
301 N. Highland St.
(L. B. Britton, Jr.)

1405. Rhyne's Drug Store, Inc.
2501 Lowell Rd. (J. P. Friday)

2359. Shamrock Drugs of Gastonia
1117 S. York St.
(S. S. Slesinger)

2228. Smith's Cut-Rate Drugs
121 W. Main Ave. (R. E. Craft)

1157. Square Pharmacy
254 W. Page Ave. (N. A. Smith)

GIBSON—Scotland County

1244. Gibson Drug Co.
(Evelyn Hunsucker)

GIBSONVILLE—Guilford County

1848. Gibsonville Drug Co., Inc.
119 Main St. (D. T. Hix)

GLEN ALPINE—Burke County

276. Clinic Drug Store
(H. F. Bobbitt)

GLEN RAVEN—Alamance County

2206. Glen Raven Drug, Inc.
(E. S. Setzer, Jr.)

GOLDSBORO—Wayne County

1694. Ash Street Pharmacy
814 E. Ash St. (G. P. Thornton)

1780. Bunch Drug Co., Inc.
144 N. Center St. (H. T. Taylor)

279. Cash Drug Company
133 E. Walnut St. (A. G. Pelt)

1257. Gibsons Drug Store
216 E. Ash St. (W. S. Gibson, Sr.)

280. Goldsboro Drug Co., Inc.
101 N. Center St. (B. R. Ward)

281. Jackson Drug Co.
400 S. James St. (Osceola Jackson)

1482. Kerr Drugs
1701 E. Ash St. (J. H. Myhre)

283. Robinson's Drug Store
147 S. Center St.
(T. R. Robinson, Jr.)

2112. Vinson's Drug Store
134 W. Walnut St. (F. E. Raper)

1915. Wayne County Memorial Hospital Pharmacy
809 E. Ash St. (C. T. Gibson)

GRAHAM—Alamance County

1392. Graham Drug Store
142 N. Main St. (J. J. Beale)

2183. South Court Drug Co., Inc.
208 S. Main St. (K. B. Jenks)

1810. Tar Heel Rexall Drugs
333 W. Harden St. (George Dillard)

1968. Wrike Drug Company
108 N. Main St. (L. B. McAllister)

GRANITE QUARRY—Rowan County

1322. Granite Drug Co., Inc.
(C. H. Sanders)

GREENSBORO—Guilford County

1937. Best Drug Store
1104 Asheboro St. (J. H. Best)

1521. Brown-Gardiner Drug Co., Inc.
2101 N. Elm St.
(Wm. C. Brown)

1907. Buchanan Drug Store
2908 A Liberty Rd.
(E. W. Buchanan)

2179. Coliseum Home Drug Store, Inc.
1912 Valley Park Drive
(W. C. Doggett)

1242. The Moses H. Cone Memorial Hospital Pharmacy
1200 N. Elm St. (C. Paoloni)

2380. Crutchfield-Browning Drug Store, Inc.
2166 Lawndale Drive (Ben Collins)

1494. Eckerd's Drugs
635 Friendly Road Shopping Center
(Justin Altschul)

1671. Eckerd's Drugs
Northeast Shopping Center
(J. W. Faucett, Jr.)

1630. Edmonds Friendly Road Drug, Inc.
5603 Friendly Road
(G. H. Edmonds)

1818. Edmonds McDuffie-Eubanks Drug, Inc.
1311 N. Elm (Anna Hubbard)

1868. Edmonds Plaza Drug, Inc.
1726 Battleground Avenue
(T. M. Lowder, Jr.)

2251. Edmonds Southgate Drug
2021 Asheboro St. (J. H. King)

1110. Edmonds Summit Center Drug, Inc.
952 Summit Avenue (H. O. Beck, Jr.)

2237. Egbert's Pharmacy
110 E. Northwood St.
(J. M. Egbert)

816. Elm Street Pharmacy, Inc.
376 N. Elm St. (T. W. Russell)

1827. Fairview Pharmacy
1227 4th St. (C. C. Graham)

292. C. C. Fordham's Drug Store
514 S. Elm St. (J. H. Dever)

897. Franklin's #1
401 Tate St. (A. H. Mebane, III)

1300. Franklin's Drug Stores, Inc. #2
2140 Lawndale Drive
(Robt. Shearin)

1504. Franklin's Drug Stores, Inc. #3
4701 High Point Road
(F. H. Langdon)

1579. Franklin's Drug Stores, Inc. #4
3111 E. Bessemer Avenue
(K. N. Fulbright)

1859. Franklin's Drug Stores, Inc. #5
1457 E. Cone Blvd. (W. H. Fuller)

2153. Franklin's Drug Store No. 6
2112 Walker Ave. (R. W. Foster)

2221. Franklin Drug Store, Inc. #7
2317 Ashe St.
(R. G. Mitchell)

1742. Gate City Pharmacy, Inc.
357 N. Elm St. (J. A. Ranzenhofer)

2378. Gate City Pharmacy at Friendly, Inc.
Friendly Shopping Center
(Marion McCurdy)

298. Greene Street Drug Company
124 S. Greene Street (G. H. Steele)

2108. Greensboro Drug Co.
230 W. Market St. (D. D. Claytor)

1798. Greensboro Golden Gate Drug Corp.
2254 Golden Gate Shopping Center
(Arnold Cherson)

1762. Guilford College Drug Co.
5707 Friendly Rd.
(Walter Hoffman)

2381. Guilford County Health Department
300 E. Northwood St.
(V. H. Richardson)

1138. Guilford Drug Company, Inc.
102½ S. Elm St. (William Stang)

2048. Home Drug at Bessemer, Inc.
2307 E. Bessemer Ave.
(D. P. Franzen)

1849. Home Drug Store, Inc.
1204 Grove St. (J. F. Pickard)

2196. Home Drug Store #3
3410 Freedmon Mill Rd.
(J. T. Grose, III)

1877. Hotel Pharmacy
235 N. Elm St. (J. C. Coble)

2219. Kinard Battleground Drug, Inc.
2614 Battleground Road
(E. R. Kinard, Jr.)

1768. McFalls Hillsdale Park Drug Co.
2901 High Point Rd.
(W. S. Dukes)

1181. McFalls Sunset Drug Co.
1610 W. Friendly Ave.
(S. W. McFalls)

1417. Medical Center Pharmacy
408 E. Wendover Ave. (F. H. Evans)

540. Merritt Drive Drug Store
806 Merritt Dr. (O. W. McFalls)

2259. L. Richardson Memorial Hospital Pharmacy
2401 Southside Boulevard
(S. A. James)

1246. Sampson's Pharmacy
107 N. Pearson St. (R. R. Sampson)

2205. The Wesley Long Community Hospital, Inc. **
501 N. Elam Avenue
(J. N. Eubanks)

1068. White Oak Drug Co.
3212 Summit Ave. (W. B. Evans)

1343. Lane Rexall Drugs
123 N. Elm St. (David Stang)

2280. Woodmere Pharmacy
2100 Phillips Avenue
(D. C. Dowdy)

295. Wynn Drug Store
814 Gorrell St. (W. M. Wynn)

GREENVILLE—Pitt County

1304. Beddingfield Pharmacy
Five Points & 7th St.
(B. B. Beddingfield)

1857. Biggs Drug Store
300 Evans St. (J. W. S. Biggs)

314. Bissette's Drug Store No. 2
416 Evans St. (A. H. Gonzalez)

2201. Eckerd's Drug
Pitt Plaza Shopping Center
(J. R. Oakley)

838. Hollowell's Drug Store, Inc.
911 Dickinson Ave. (W. C. Hollowell)

2291. Hollowell's Drug Store, Inc. #2
Cor. 6th & Memorial Sts.
(D. R. Lewis)

1828. Pavilion Pharmacy
1800 W. 5th St.
(Jack Tyler)

2331. Pitt County Memorial Hospital, Inc., Pharmacy**
West Fifth St. (J. G. Blount)

GRIFTON—Pitt County

2133. Grifton Pharmacy, Inc.
207 Queen St. (Helen D. Purser)

1595. H. & H. Drug Co.
313 Queen St. (Joe House, Jr.)

HAMLET—Richmond County

1984. Birmingham Drug Co.
27 Main St. (L. L. Holland)

2270. Campbell Pharmacy
120 Raleigh St. (J. R. Clarkin, Jr.)

2227. Mabry's Drug Store
41 Main St. (T. E. Smart)

HAVELOCK—Craven County

1914. Almand's Cherry Point Pharmacy, Inc.
Slocum Shopping Center
(E. C. Speight)

1761. Bob Clark's Pharmacy, Inc.
Traders Shopping Center
(J. M. Basart)

HAW RIVER—Alamance County

1960. Haw River Drug, Inc.
Route #1 (R. A. Coleman)

HAYESVILLE—Clay County

1923. Ray's Pharmacy
3 Church St. (W. R. Rogers)

HAZELWOOD—Haywood County

1015. Hazelwood Pharmacy
102 Main St. (R. F. Keenum)

2374. Russ-Wood Drugs, Inc.
801 Balsam Road (J. T. Russell)

HENDERSON—Vance County

2286. Douglas Drug Store
120 Horner St. (G. Leonard Hill)

1735. Henderson Drug Co., Inc.
Chestnut & Horner Sts. (W. H. Mast)

2308. Henderson Drug Co. #2, Inc.
416 Dabney Dr. (W. J. Hill)

1213. Hocutt Drugs
315 S. Garnett St. (D. D. Hocutt)

332. Page Drug Co., Inc.
226 Garnett St. (C. E. Page, Jr.)

333. Parker's Drug Store
208 Garnett St. (W. W. Parker, Jr.)

2107. Peoples Service Drug Store
628 Dabney Dr. (Charles Barnett)

2204. Southside Drug Company
1046 S. William St.
(M. E. Hedgepeth)

337. Woolard's
130 S. Garrett St. (Frank Barnett)

1365. Woolard's No. 2
116 Raleigh Road (Jimmie Barnett)

HENDERSONVILLE—Henderson County

1033. Beck Bros. Pharmacy
231 N. Main St. (A. L. Beck, Jr.)

1594. Economy Drug Store
605 Fifth Ave., West (R. C. Wilson)

339. Freeze Drug Company, Inc.
527 N. Main St. (Wiltshire Griffith)

1806. Freeze Northgate Pharmacy
1322 Asheville H'way
(Wiltshire Griffith, Jr.)

1733. Jackson Pharmacy, Inc.
147 4th Ave. West (L. E. Feagin)

1509. Justus Pharmacy
303 N. Main St. (Robert Rankin)

1309. Margaret R. Pardee Memorial Hospital Pharmacy
715 Fleming Street (Margaret Gretz)

1964. Rose Pharmacy
351 North Main St. (W. L. Harper)

2194. Southcenter Pharmacy, Inc.
Southcenter Plaza
(D. D. Norman)

1598. Whitley Drugs
607 Greenville H'way
(J. R. Whitley)

343. Wilson Pharmacy, Inc.
330 7th Ave. East (Bruce Williams)

HERTFORD—Perquimans County

2143. Harmon's Pharmacy
101 N. Church St. (Sidney Harmon)

HICKORY—Catawba County

2370. Catawba Memorial Hospital Pharmacy
Fairgrove Church Rd. (P. H. White)

2141. Dutton Drug Co.
922-3rd Ave., N.W. (M. W. Dutton)

2330. Hickory Memorial Hospital**
219 N. Center St. (E. F. Swann, Jr.)

1880. Highland Drug Store, Inc.
964-16th St., N.E.
(David Chronister)

1660. King's Drugs
1024 2nd St., N.E. (G. A. King)

2392. Longview Pharmacy
3333 1st Ave. S.W. (Garland A. Page)

2352. Lutheran Home Pharmacy**
1265 21st St., N. E.
(Joanne McDonald)

347. Lutz Drug Co., Inc.
270 Union Square (H. C. Lutz)

2187. Mann's Dependable Drug Store
Midland Shopping Center
(W. R. Long)

1284. Medical Center Pharmacy, Inc.
124 N. Center St. (M. R. Means)

349. Ninth Avenue Pharmacy, Inc.
15 2nd St. Place, S.W.
(C. P. Suttlemyre)

2344. Richard Baker Hospital, Inc.**
420 N. Center St. (T. L. Richards)

350. Shook Drug Co.
1809 1st Ave., S.W. (Eulan Shook, Jr.)

1800. Simmons Pharmacy, Inc.
1217 2nd St., N.E. (F. J. Simmons)

2357. Smith's Drugs of Hickory
242 Union Square (Zeb Lawhon)

1043. Sullivan's Pharmacy
862 16th St., N.E. (L. S. Sullivan)

2279. SupeRx Drugs
571 US 64-70 Highway
(J. A. Logan)

1776. Viewmont Pharmacy
53 13th Ave. N.E.
(W. R. McDonald, III)

HIGHLANDS—Macon County

2368. Highlands-Cashiers Hospital, Inc.**
Fifth St. (C. E. Mitchell)

351. Highlands Rexall Drugs
216 S. 4th St. (C. E. Mitchell)

HIGH POINT—Guilford Count

1714. Anderson Drug Store #2
2401 English St. (H. T. Bradsher)

1469. Anderson's West End Drug Store
1550 English St. (E. R. Anderson, Jr.)

2386. Arthur's Pharmacy
1248 S. Main St. (J. F. Bland)

1807. Calhoun Drug Store, Inc.
1231 Montlieu Ave.
(R. M. Calhoun)

853. Cecil's Drug Store
121 N. Main St. (Irving Tilles)

357. Eckerd Drugs, Inc.
Southgate Shopping Center
(H. P. Brown)

1654. Eckerd's Drugs
College Village Shopping Center
(J. N. Stamps)

2030. High Point Memorial Hospital Pharmacy
225 Boulevard (Ana Batista)

2274. Hoffman Drugs
1001 E. Green St. (J. A. Elder)

2313. Ingram's Pharmacy
1301 N. Main St. (L. M. Ingram)

361. Koonts-McGhee Drug Co., Inc.
308 E. Main St. (Nina F. Williams)

362. Leonard's Drug Store
117 West Lexington Avenue
(H. B. Leonard, Jr.)

365. McLarty Drug Co.
128 Church St. (G. C. McLarty, Jr.)

363. Mann's Dependable Drug Store #1
104 N. Main St. (J. C. Southern)

364. Mann's Dependable Drug Store #2
660 N. Main St. (R. D. Callicutt)

1409. Mann's Dependable Drug Store #3
800 S. Main St. (Henry Dowdy)

1535. Mann's Dependable Drug Store #4
1910 N. Main (D. A. Dowdy, Jr.)

1941. Mann's Dependable Drug Store #5
912 E. Green Street
(Gary McKenzie)

2116. Mann's Dependable Drug Store #6
Fairfield Shopping Center
(J. L. Davis)

2272. The Presbyterian Home, Inc. Pharmacy**
201 Greensboro Road (H. E. Koslow)

366. Ring-Harris Pharmacy, Inc.
122 N. Main St. (W. B. Harris)

368. Washington St. Pharmacy
731 E. Washington St.
(H. H. LeMon)

HILDEBRAN—Burke County

1210. Brandon's Pharmacy
Highway 70 (L. R. Brandon)

HILLSBORO—Orange County

920. Corner Drug Store
(B. B. Forrest)

1511. James Pharmacy
109 N. Churton St.
(A. A. Lloyd)

HOPE MILLS—Cumberland County

859. Clinic Pharmacy (R. P. Harris)
200 S. Main St.

HUDSON—Caldwell County

1832. Hudson Drug Co., Inc.
Main Street (Wm. Lovelace, Jr.)

HUNTERSVILLE—Mecklenburg County

2266. Huntersville Hospital Pharmacy**
Hwy 115 (J. W. Neil)

1382. Neil Drug Co.
(J. W. Neil)

JACKSON—Northampton County

373. Jackson Drug Co.
125 Jefferson St.
(A. L. Cochrane, Jr.)

JACKSONVILLE—Onslow County

2200. College Street Pharmacy, Inc.
613 College St. (Wendell Harper)

1729. Howard Drug Co., Inc.
705 New Bridge St. (P. H. McKenzie)

2033. Johnson Drug Co., Inc.
216 Old Bridge St. (Joseph Zambito)

2032. Johnson Drug Co., Inc., Store No. 2
714 New Bridge St. (C. L. Shields)

375. W. L. Ketchum Drug Co.
Court St. (C. O. Winter)

1221. New River Pharmacy, Inc.
261 New River Drive (Fred Parker)

2028. Ward-Whaley Drugs, Inc.
344 Henderson Dr. (J. W. Ward)

JAMESTOWN—Guilford County

1098. Jamestown Drug Store
N. Main St. (J. E. Tilley)

JONESVILLE—Yadkin County

2083. Jonesville Drugs, Inc.
Highway 21 (R. H. Barrett, II)

KANNAPOLIS—Cabarrus County

1581. Baxter's Drug Store, Inc.
903 S. Main St. (Denford Oxendine)

2284. Drug Center of Kannapolis, Inc.
603 N. Cannon Blvd.
(W. F. Hutchinson)

1619. Eastwood Pharmacy, Inc.
S. Cannon Blvd. (Ralph Stevenson)

2062. Eckerd's Drugs
Route 29 (L. M. Gilmore)

1962. Jackson Park Pharmacy
618 N. Cannon Blvd. (J. N. Reese)

381. Kannapolis Drug Co., Inc.
128 S. Main St. (L. W. Smith)

1060. Lewis Drug Co., Inc.
149 West Ave. (W. C. Lewis)

1027. Martin Drug Company
1113 N. Main St. (J. D. Mitchell)

384. F. L. Smith Drug Co., Inc.
148 S. Main St. (Francis Muratori)

1777. Williford Drug Co.
119 S. Main St.
(E. H. Williford, Jr.)

KENANSVILLE—Duplin County

1262. Kenansville Drug Store
Main St. (J. E. Hatcher)

KENLY—Johnston County

1985. Kenly Drug Company
Cor. Second & Railroad (A. C. Boyd)

2311. Talton Drug Company
Second St. (J. A. Oldham)

KERNERSVILLE—Forsyth County

2057. Pinnix Drug Store
101 S. Main St. (J. L. Pinnix)

1461. Tri-City Pharmacy, Inc.
108 S. Main St. (C. S. Brinkley)

KING—Stokes County

1706. King Drug Co.
(R. B. Stone)

2239. Stokes Pharmacy
(O. O. Grabs, Jr.)

KINGS MOUNTAIN—Cleveland County

1981. Griffin Drug Company
129 Mountain St. (E. W. Griffin, Jr.)

392. Kings Mountain Drug Company
209 S. Battleground Ave.
(C. D. Blanton, Jr.)

2342. Kings Mt. Hospital Pharmacy**
W. King St. (F. W. Warren, Jr.)

1357. Medical Pharmacy, Inc.
231 Battleground Road
(L. W. London, Jr.)

KINSTON—Lenoir County

394. College Street Pharmacy
1009 College St. (E. L. Bradshaw)

2295. Eckerd's Drugs
Kinston Plaza Shopping Center
(M. H. Purser)

1418. Hood's Prescription Shop
405 Glenwood Ave. (J. C. Hood)

397. Hood's Rexall Drugs
110 E. Gordon St. (J. C. Hood, Jr.)

1222. Kinston Clinic Pharmacy
400 Glenwood Ave. (Dempsey Hill)

2122. Leatherwood's Pharmacy, Inc.
121 E. Gordon St. (J. R. Leatherwood)

1095. Lenoir Drug Co.
129 S. Queen St. (E. C. Buchanan)

1853. Paderick's Pharmacy
N. McLewin St. (H. C. Paderick)

1290. Parkview Drug Co.
Parkview Shopping Center
(P. E. Tart)

2063. Queen Street Medical Center Pharmacy
915 N. Queen St. (W. P. Johnson)

398. Standard Drug Co. No. 1
216 N. Queen St. (A. L. Hogan)

399. Standard Drug Co. No. 2
Cor. Queen & Caswell Sts.
(K. E. Moore)

1179. Standard Drug Co. No. 3
135 W. North St. (Luther White)

2056. Temple Drug Co.
304 N. Queen St. (Burwell Temple, Jr.)

LA GRANGE—Lenoir County

1265. La Grange Pharmacy
123 W. Railroad St. (R. L. Dewar)

LANDIS—Rowan County

2163. Landis Drug Company
111 S. Central Ave. (Billy Coward)

LAURINBURG—Scotland County

2198. Community Drugs, Inc.
1101 S. Main St.
(C. E. Todd)

406. Everington Drug Store
110 S. Main St. (W. N. Robertson, Jr.)

1916. Family Pharmacy
416 King St. (Herbert McKeithan, Jr.)

823. Legion Drug Store
301 S. Main St. (C. H. Williams)

410. Scotland Drug Co.
Main St. (W. L. Frostick)

2328. Scotland Memorial Hospital**
(N. W. Duncan)

LAWNDALE—Cleveland County

2159. Piedmont Pharmacy of Lawndale, Inc.
(L. S. Stroupe)

LEAKSVILLE—Rockingham County

1932. Carolina Drug Co.
101 W. Washington
(N. H. McCollum, Jr.)

412. Chandler Drug Co. No. 1
Washington St. (E. O. Chandler)

413. Chandler Drug Co. No. 2
Blvd. St. (J. W. Woodard)

2220. Family Drug Co.
115 Monroe St. (J. W. Chandler)

1921. Joe Chandler Pharmacist
400 Van Buren Rd. (E. M. Dunn)

2073. Mann's Dependable Drug Store
Green Meadow Shopping Center
(W. P. Shoemaker)

2075. Morehead Memorial Hospital Pharmacy
Van Buren Rd. (Robt. Dever)

LEICESTER—Buncombe County

1869. Young's Drug Store
Highway #63 (T. F. Young)

LENOIR—Caldwell County

415. Blackwelder Hospital Pharmacy
208 S. Boundary St. (R. C. Mills)

416. Dayvault's Drug Store
133 West Ave. (F. W. Dayvault)

2115. Dula Hospital Pharmacy
112 N. Boundary (J. I. Peile, Jr.)

2111. Foothills Pharmacy
E. Harper Ave. (J. H. King)

417. Lenoir Drug Co., Inc.
110 West Ave. (E. H. Tate)

2148. Medical Arts Pharmacy
354 S. Mulberry St.
(Norman Sherwood)

1935. Peoples Drug Store, Inc.
111 W. Ave. (J. S. Greene)

LEXINGTON—Davidson County

1585. Center Street Pharmacy
E. Center St. (J. F. Harman, Jr.)

419. City Drug Co., Inc.
5 E. First Ave. (M. H. Williams)

958. Community Drug Store, Inc.
206 A. West Center St. (W. S. Tate)

1963. Lexington Drug Co., #1, Inc.
16 S. Main St. (W. F. Welborn, Jr.)

1626. Lexington Drug Co. #2
E. Center St. (John Welborn)

1037. Mann's Dependable Drug Store
414 S. Main St. (D. A. Smith)

2242. Peoples Drug Store, Inc.
23 S. Main St. (Geo. Moorefield)

LIBERTY—Randolph County

1380. Deaton Pharmacy
Swannanoa at Graham Sts.
(C. E. Deaton)

1533. Liberty Drug Co.
117 W. Swannanoa (H. E. Lovett)

LILLINGTON—Harnett County

1794. Kelly & Randall Drug Co.
728 Main St. (J. F. Lovette)

1965. Lafayette Drug Co.
1 W. Front St. (W. H. Randall, Jr.)

LINCOLNTON—Lincoln County

2260. Cornwell Rexall Drugs
Town & Country Center
(E. D. Skinner, Jr.)

1703. Costner Drugs
116 S. Academy St. (E. E. Adams)

1203. Crowell Hospital Pharmacy
816 Aspen St. (Wanda Parsons)

427. The Economy Drug Co.
117 E. Main St. (Jimmie Bowers)

1050. Lawing-Keziah Drug Co., Inc.
202 E. Main St. (W. P. Keziah, Jr.)

2128. Lincoln Drugs, Inc.
132 E. Main St. (Zeb Keever)

LITTLETON—Halifax County

1973. Johnston's Drug Store
(C. A. Johnston)

LOCUST—Stanly County

1751. Pike's Drug Store, Inc.
(Ellison Neal)

LOUISBURG—Franklin County

1758. Harris Pharmacy, Inc.
Main St. (A. C. Gupton)

1771. O'Neal Pharmacy
101 S. Main St.
(Jacquelyn O. Kimball)

1356. Pleasants' Drug Store
113 N. Main St. (J. C. Myers)

2241. Scoggin Drug Store
Cor. Main and Nash Sts.
(L. E. Scoggin, Jr.)

LOWELL—Gaston County

2074. Lowell Drug Co., Inc.
105 E. First St. (G. H. Bane)

LUMBERTON—Robeson County

1566. Dean's Pharmacy
104 W. 27th St. (F. S. Dean)

438. Hedgpeth Pharmacy, Inc.
4th and Chestnut Sts. (J. C. Jackson)

2391. Johnson's Drug Center
2700 N. Elm St. (Donald Bissett)

1292. Medical Arts Pharmacy
14th & Chestnut (E. N. Hoffman)

1528. North Elm Pharmacy
2610 N. Elm
(E. W. Hackney)

1679. Pine Street Drugs, Inc.
1810 N. Pine St. (H. N. Rogers, Jr.)

1998. Southeastern General Hospital, Inc.
W. 27th St. (Joanne Hambright)

MADISON—Rockingham County

446. Brown-McFalls Drug Co.
104 W. Murphy St. (C. D. McFalls)

2167. Hawkins Drug Co.
113 S. Market St. (C. I. Hawkins)

2371. Madison Drug Co., Inc.
101 S. Market St.
(E. M. Watson)

MAIDEN—Catawba County

1688. Campbell's Drug Store
16 W. Main St. (C. C. Campbell)

2349. Cornwell Rexall Drugs
Main St. (H. C. Caldwell)

MANTEO—Dare County

1983. Carwood Pharmacy
S. Main Hwy.
(W. B. Fearing, Jr.)

975. Fearings, Inc.
Highway St. (M. K. Fearing, Jr.)

MARION—McDowell County

451. Evans Rexall Drugs
12 Main St. (J. E. Evans)

1899. Marion Pharmacy, Inc.
6 N. Main St. (W. W. Howle)

1531. Service Pharmacy
Cor. Railroad & S. Main Sts.
(J. H. Lowder)

1541. Tainter's Prescription Headquarters
100 S. Main Street (James Segars)

MARSHALL—Madison County

1879. Roberts Pharmacy
Main St. (E. L. Niles)

MARS HILL—Madison County

1289. Community Medical Center Pharmacy
1 Chestnut Street (W. P. Powell)

1520. Mars Hill Pharmacy
Main Street (E. C. Howard)

MARSHVILLE—Union County

457. Guion's Drug Store
Main and Elm Sts. (H. N. Guion)

2269. Marshville Drugs
Highway 74 (G. M. Hatley)

2146. Union Drug Store
Main St. (Phil Gaddy)

MATTHEWS—Mecklenburg County

2234. Matthews Pharmacy
Cor. Trade & John Sts.
(J. S. Nance, Jr.)

MAXTON—Robeson County

461 Austin-Gilbert Drug Co.
(L. M. Gilbert, Jr.)

2261. Maxton Drug Co.
Sanders St. (J. N. Tripp)

MAYODAN—Rockingham County

1934. Mayodan Pharmacy
105 E. Main St. (M. C. Kendrick)

McCAIN—Hoke

2369. N. C. Sanatorium Pharmacy**
Main Hospital Bldg. (W. N. Coley)

MEBANE—Alamance County

463. Carolina Drug Company
111-115 E. Center St. (J. S. White)

464. Mebane Drug Co.
111 N. Fourth St. (D. F. White)

465. Warren's Drug Store
102 E. Clay St. (C. S. Oakley)

MINT HILL—Mecklenburg County

2209. Mint Hill Pharmacy, Inc.
Lawers Road (E. W. Bruce)

MOCKSVILLE—Davie County

2249. Davie County Hospital**
Hospital and Foster Sts.
(W. L. Foster)

468. Hall Drug Co.
N. Main St. (R. B. Hall)

1797. Wilkins Drug Co., Inc.
20 Court Square (R. W. Collette)

MONROE—Union County

2120. The Drug Centre
Cor. Franklin & Sunset
(R. E. Brock)

1901. Faulkner's Drugs, Inc.
215 E. Jefferson St. (E. G. Faulkner)

472. Secrest Drug Company, Inc.
101 W. Franklin St.
(V. V. Secrest, Jr.)

473. Wilson Drug Co., Inc.
118 N. Main St. (C. A. Wilson)

MOORESVILLE—Iredell County

1162. Goodman Drug Co.
215 S. Broad St. (R. L. Gregory)

1206. Medical Centre Pharmacy
427 Statesville Ave. (J. T. Gardner)

476. Miller Drug Co., Inc.
152 N. Main St. (S. H. Price)

857. Mooresville Drug Company
287 N. Main St. (C. M. Crowell, Jr.)

2185. Port City Pharmacy
Port City Shopping Center
(C. N. Giles)

MOREHEAD CITY—Carteret County

1316. Carteret Drug Store
1207 Arendell St. (D. S. Pigott)

2384. Carteret General Hospital**
3500 Arendell St. (Lucy Thorne)

1943. Morehead City Drug Co.
811 Arendall St. (Raymond Kline)

1568. Robinson Prescription Shop
907 Arendell St. (Carlton Robinson)

MORGANTON—Burke County

1403. Community Pharmacy, Inc.
401 S. King St. (G. B. Propst)

480. Cornwell Rexall Drug Co., Inc.
100 W. Union St. (J. D. Wilson)

2343. Grace Hospital Drug Room**
401 College St. (D. E. Rhodes)

2223. Hood's Pharmacy
401 S. Green St. (J. D. Hood)

1883. Jones Drugs
215 Avery Avenue (W. W. Jones)

481. Kibler Drug Co., Inc.
115 W. Union St. (D. C. Lambeth)

1997. Miller's Pharmacy, Inc.
402 E. Union St. (D. J. Miller)

482. Phillips Drug Co.
120 N. Sterling St. (W. P. Phillips)

2131. Spake Pharmacy, Inc.
307 W. Union St. (J. A. Hurt, Jr.)

MOUNT AIRY—Surry County

1895. Hollingsworth Drug Co.
243 N. Main St. (C. N. Belton)

1583. Hospital Pharmacy of Mt. Airy, Inc.
817 Rockford Street (R. G. Smith)

487. Lamm Drug Co.
175 N. Main St. (L. M. Lamm)

2362. Northern Hospital of Surry County Pharmacy**
830 Rockford St. (L. B. Good)

1922. Randleman's Prescription Headquarters
Cor. Lebanon & Grace Sts.
(E. A. Randleman, Jr.)

1266. Square Pharmacy
1107 W. Pine St. (E. L. Bristol)

2334. Surry Drug Co. of Mt. Airy
Cor. Worth & Rockford Sts.
(H. F. Hayes)

1689. W. S. Wolfe Drug Co., Inc.
159 N. Main St. (J. E. Mills)

MOUNT GILEAD—Montgomery County

1900. Cochrane-Ridenhour Drug Co.
Main St. (D. G. Ridenhour)

2217. Cochrane-Ridenhour Drug Company #2
S. Main St. (J. R. Haithcock)

MOUNT HOLLY—Gaston County

984. Charlie's Drug Sundries, Inc.
125 W. Central
(R. F. Ponder)

2339. Holland Drug Co.
101 N. Main St. (T. M. Holland)

1454. Summey Drug Co., Inc.
107 S. Main St. (P. B. Summey)

MOUNT OLIVE—Wayne County

1075. Clinic Drug Co.
227 N. Center St. (S. B. Boyd)

2304. Glenn & Martin Drug Co.
101 S. Center St. (W. B. Shaw)

494. Lewis Drug Co.
128 N. Center St. (W. K. Lewis)

MOUNT PLEASANT—Cabarrus County

495. A. W. Moose Co.
W. Franklin St. (H. A. Moose)

MURFREESBORO—Hertford County

2191. College Pharmacy
329 E. Main St. (P. A. Whitehurst)

496. Murfreesboro Pharmacy, Inc.
129 E. Main St. (P. R. Jenkins)

MURPHY—Cherokee County

497. Mauney Drug Co.
100 N. Valley River Ave.
(W. M. Mauney)

498. Parker's Drug Store
100 S. Valley River Ave.
(Kenneth Godfrey)

NAGS HEAD—Dare County

1627. Miller's Pharmacy, Inc.
(R. E. Miller)

NASHVILLE—Nash County

1483. Nashville Drug Co.
301 W. Washington St.
(W. J. Weatherly, III)

1296. Ward Drug Co.
320 Washington St. (R. A. Paramore)

NEW BERN—Craven County

1669. Anderson's Drug Store
901 Broad St. (R. A. Boger)

502. Bynum's Drug Store
240 Middle St. (C. W. Bynum)

1693. Clark's Drug Store of
New Bern, Inc.
402 Broad St. (J. R. Smith)

2250. Craven County Hospital Pharmacy**
2000 Neuse Boulevard
(E. W. Edmondson)

1838. Langston Drug Store
703 Professional Drive
(M. B. Langston, Jr.)

2025. Pinnix Drug Store
628 Hancock St. (W. A. Crumpler)

2302. Prescription Shoppe
507 Pollock St.
(B. T. Allen)

2016. Professional Drive Pharmacy
706 Professional Dr.
(J. S. O'Daniel, Jr.)

1577. Smith's Drug Store
1038C Broad St. (A. T. Smith)

507. Tony's Drug Store
1114 Queen St. (T. A. Libbus)

NEWPORT—Carteret County

1874. Newport Pharmacy, Inc.
Temple Bldg. (S. P. Rubin)

NEWTON—Catawba County

833. City Pharmacy
206 N. College St. (E. B. Clapp)

510. H. & W. Drug Co.
12 First St. (D. L. Weathers)

1578. Newton Rexall Drugs
33 N. College Ave. (Billy M. Smyre)

NEWTON GROVE—Sampson County

2135. Newton Grove Drug Co., Inc.
(T. A. Williford)

NORLINA—Warren County

512. Walker Drug Co., Inc.
Main St. (H. W. Walker)

NORTH WILKESBORO—Wilkes County

514. R. M. Brame & Sons
833 B. St. (P. A. Brame)

2099. Brame's Hospital Pharmacy
West D. St., Ext.
(A. S. Cassel)

515. Horton's Drug Store
819 B. St. (W. D. Horton)

2354. Jennings Drug Center
Midtown Plaza Center
(R. N. Jennings)

2177. Medical Arts Pharmacy
"D" Street (T. D. Sprinkle)

2064. Medical Center Drug Co., Inc.
West D. St. (F. A. Holt)

517. Red Cross Pharmacy
224 Tenth St. (R. M. Brame, Jr.)

NORWOOD—Stanly County

519. Norwood Drug Co.
(A. D. McNeill)

OAKBORO—Stanly County

1918. Pike's Oakboro Drug Store
Main St. (Benjamin C. Caddell, Jr.)

OLD FORT—McDowell County

1657. Center Pharmacy
Main St. (C. W. Josey)

OXFORD—Granville County

2346. Granville Hospital Pharmacy**
College Street (J. B. Clay)

2337. Hall's Drug Store
125 Main St. (J. B. Clay)

1892. Herring & Williams
111 Williamsboro St. (E. S. Powell)

1377. Jones Drug Store
116 Hillsboro St. (C. F. Jones, Jr.)

525. Lyon Drug Co.
112 College St. (D. P. Robinson)

526. Williams Drug Co.
101 College St. (L. R. Creech)

PARKTON—Robeson County

527. Gram Drug Co.*
(D. S. Currie, M.D.)

PEMBROKE—Robeson County

2271. Rogers Rexall Drug Co., Inc.
121 W. 3rd St.
(H. D. Lowry)

PIKEVILLE—Wayne County

1133. Pikeville Drug Store
Railroad and Main Sts.
(A. M. Hicks)

PILOT MOUNTAIN—Surry County

530. Smith Drug Store
Main St. (O. W. Smith)

1394. Surry Drug Company, Inc.
124 W. Main St. (J. D. Stone)

PINEHURST—Moore County

532. Carolina Pharmacy, Inc.
(W. R. Viall, Jr.)

2050. Medical Center Pharmacy of Pinehurst, Inc.
Carthage Rd. (H. C. Reaves, Sr.)

1698. Moore Memorial Hospital Pharmacy
Page Rd. (R. A. Knight)

PINE LEVEL—Johnston County

533. Godwin Drug Company
(C. F. Godwin)

PINETOPS—Edgecombe County

1190. Service Drug Store
123 W. Hamlet (J. S. Williford)

PINEVILLE—Mecklenburg County

534. Pineville Drug Co.
314 Main St. (R. C. Hair)

PINK HILL—Lenoir County

1124. Brewer Drug Co.
(Marsha Brewer)

2268. R. L. Hood Pharmacy
110 E. Broadway (R. L. Hood)

PITTSBORO—Chatham County

2247. Mathiesen Clinic
Highway 64 West (C. M. McGee)

536. McCrimmon Drug Company
18 Hillsboro St. (D. G. McCrimmon)

PLEASANT GARDEN—Guilford County

1786. Pleasant Garden Drug Store, Inc.
(W. H. Barton)

PLYMOUTH—Washington County

538. E. G. Arps
Water St., E. (E. G. Arps)

539. Womble Drug Store
102 Water St., W. (L. N. Womble, Jr.)

2263. Womble Drug Store #2
(Nancy Presson)

PRINCETON—Johnston County

541. Woodard Drug Store
(B. P. Woodard)

RAEFORD—Hoke County

1884. Hoke Drug Co.
Main St. (W. N. Coley)

927. Howell Drug Company
Main St. (W. L. Howell, Jr.)

RALEIGH—Wake County

572. Arnold Rexall Drugs
3021 Hillsboro St. (B. D. Arnold)

545. Brantley & Son, Inc.
508 Hillsboro St. (J. C. Brantley, Jr.)

1993. Brentwood Pharmacy
2921 Brentwood Rd.
(H. R. Honeycutt)

1551. Brookside Pharmacy
1034 Brookside Rd. (R. A. Smith)

546. Central Drug Store
Cor. Davie & Swain (R. E. Wimberley)

2134. Community Drug Store
600 S. Blount St.
(W. P. Wimberley)

2000. Cromley's Boulevard Pharmacy
3922 Western Blvd. (R. I. Cromley, Jr.)

1746. Del's Pharmacy
5267 Six Forks Rd.
(Delvin Huffstetler)

552. Eckerd Drugs, Inc.
222 Fayetteville St.
(T. W. Youngblood)

2355. Eckerd's Drug
2421 N. Boulevard (R. T. Britt)

1497. Hamlin's Drug Co.
126 E. Hargett St. (J. M. Johnson)

2225. Hayes-Barton Pharmacy
2000 Fairview Rd.
(William H. Wilson)

1012. Johnson's Pharmacy
2519 Fairview Road
(T. H. Johnson)

1338. Kerr Drugs
2017 Cameron St. (W. L. Scarboro)

2336. Kerr Rexall Drugs
4025 Old Wake Forest Rd.
(Larry E. Denning)

2058. Kerr Rexall Drugs
3528 Wade Ave. (B. O. Lockhart)

1336. Longview Pharmacy, Inc.
2008 New Bern Ave.
(L. H. Crumpler)

2257. Mary Elizabeth Hospital Pharmacy**
1100 Wake Forest Rd.
(Jean B. Provo)

2077. Melvin's Pharmacy
1217 Hillsboro St. (Frank Yarborough)

2084. Melvin's Glenwood Pharmacy
2905 Essex Circle-Glenwood Village
(R. H. Seaborn)

1805. Memorial Hospital of Wake County Pharmacy
3000 New Bern Ave.
(Martha A. Wyke)

1908. Murray's Pharmacy
1907 Poole Rd. (B. R. Murray)

1926. North Hills Pharmacy, Inc.
North Hills Shopping Center
(Banks Scudder)

2147. Northside Pharmacy
1910 Bernard Street
(O. A. Elmore, Jr.)

2114. Oak Park Pharmacy, Inc.
5230 Holly Ridge Road
(Hobson Gattis, Jr.)

1003. Person Street Pharmacy, Inc.
620 Person St. (J. E. Phillips)

2233. Pine Drug Company
600 W. South St. (E. R. Ellis)

1957. Prescription Shop
1110 Wake Forest Rd.
(Jean B. Provo)

1481. Professional Pharmacy
123 W. Hargett St.
(W. C. Griffin)

566. Rex Hospital Pharmacy
1311 St. Mary's St. (H. G. Price)

2305. Starmount Pharmacy, Inc.
3312 N. Boulevard (W. I. Davis)

1117. Village Pharmacy
2010 Clark Ave. (Fred Phifer)

570. Walgreen Co.
200 Fayetteville St. (L. D. Morse)

RAMSEUR—Randolph County

1785. Ramseur Pharmacy, Inc.
307 Main St. (C. R. Whitehead)

RANDLEMAN—Randolph County

574. Economy Drug Co.
Main St. (H. Q. Ferguson)

RED SPRINGS—Robeson County

2298. Red Springs Drug Co.
114 S. Main St. (R. B. Grantham)

578. Townsend's Pharmacy
111 S. Main St. (R. M. Ammons)

REIDSVILLE—Rockingham County

2276. Annie Penn Memorial Hospital Pharmacy
618 S. Main St. (J. C. Estes, Jr.)

830. Carolina Apothecary
219 Gilmer St. (W. G. Dudley, Jr.)

1414. Davis Pharmacy
230 Gilmer St. (W. E. Davis)

580. Link Bros. Pharmacy, Inc.
118 S. Scales St. (F. P. Link)

581. Mann's Dependable Drug Store #1
23 Gilmer St.
(J. R. Teague)

1687. Mann's Dependable Drug Store #2
664 S. Scales St. (J. D. Burson)

1502. Reidsville Drug Store
108 W. Market St. (T. R. Gatling)

RICH SQUARE—Northampton County

583. Bolton's Drug Co.
(R. B. Bolton)

RIEGELWOOD—Columbus County

1539. Creekmore's Pharmacy
(R. L. Creekmore)

ROANOKE RAPIDS—Halifax County

1686. Central Pharmacy
615 Jackson St. (J. C. Robinson, Jr.)

1959. Franklin Street Pharmacy
739 Franklin St. (G. V. Wyche)

2222. Griffin Drug Co., Inc.
1025 Roanoke Ave. (W. C. Griffin)

1704. Roanoke Pharmacy Co., Inc.
199 Roanoke Ave. (J. P. Thorne)

2320. Rosemary Drug Co., Inc.
1019 Roanoke Ave. (C. M. Floyd)

588. Savage's Drug Store
1018 Roanoke Ave. (M. C. Savage)

1361. Timberlake's Drug Store
215 Roanoke Ave. (Harry Timberlake)

ROBBINS—Moore County

589. Johnson-Puckett Drug Co.
(R. H. Jackson)

949. Tar Heel Drug Company
(W. M. Puckett)

ROBBINSVILLE—Graham County

1917. Ingram's Drug Store
(T. M. DeLozier)

ROBERSONVILLE—Martin County

1992. David Grimes Drug Store
(G. D. Grimes)

2275. Robersonville Township Hospital**
(W. M. Batten)

ROCKINGHAM—Richmond County

1867. Bristow Drug Co.
302 E. Washington St. (Kader Ramsey)

1011. Federal Pharmacy
126 S. Hancock St. (G. W. Honeycutt)

594. Fox Drug Company, Inc.
122 E. Washington St.
(J. E. Williams)

2161. Galaxy Drugs, Inc.
Richmond Plaza Shopping Center
(J. D. Erwin)

2393. Richmond Memorial Hospital**
Hospital Road (Norwood Blanchard)

ROCKWELL—Rowan County

1640. Crescent Pharmacy, Inc.
Main St. (W. O. Lombard)

ROCKY MOUNT—Nash County

1519. Almand's, Inc.
130 S. Main St. (J. A. Speight)

1757. Bissette's Drug Store #4
420 W. Thomas St. (C. B. Alexander)

1778. Burnett Drug Co.
140 E. Thomas St. (H. R. Taylor)

1878. H. L. Hicks Drug Co.
234 S. Main St. (D. J. Raper)

2009. Kerr Drugs
Tarrytown Shopping Center
(Donald Jackson)

602. Matthews Drug Store
334 S. Main St. (J. O. Knight)

1298. May & Gorham, Inc.
132 Tarboro St. (E. G. Campbell, Jr.)

2202. Oakwood Pharmacy
329 Fairview Rd.
(R. M. Brown)

2314 Park View Hospital Pharmacy
404 Falls Road (J. J. Gerlinger)

1891. I. W. Rose Drug Co.
112 N. Main St. (R. E. Fleming, Jr.)

1220. The Sunset Pharmacy
1601 W. Thomas
(J. P. Burnett, Jr.)

606. Thompson Pharmacy
365 Falls Road (W. G. Eason)

1708. Tyson's Drug Center, Inc.
112 N. Church St. (W. B. Tyson)

ROLESVILLE—Wake County

2364. Rolesville Drug Co.
(J. W. Thornton, Jr.)

ROSEBORO—Sampson County

609. Tart and West, Druggists
(W. L. West)

ROSE HILL—Duplin County

1358. Sam's Drug Store
E. Railroad St. & Charity Rd.
(S. M. Cavanaugh)

ROWLAND—Robeson County

1713. Walker's Drug Center
(M. H. Walker)

ROXBORO—Person County

613. Adair's Drug Store
Highway 501 North (W. H. Adair)

1445. Cole's Pharmacy
117 N. Main St. (A. F. Cole, Jr.)

2142. Hospital Pharmacy
Ridge Rd. (L. A. Warren, Jr.)

2262. Person County Hospital Pharmacy**
Ridge Rd. (N. G. Bowen)

2136. The Prescription Shop
Rt. 1, Ridge Rd. (N. G. Bowen)

1764. Street's Pharmacy
303 Reams Ave. (J. T. Street)

616. Thomas & Oakley Drug Store
109 Main St. (C. H. Oakley)

1999. Village Pharmacy
N. Madison Blvd.
(A. L. Bradsher, Jr.)

RURAL HALL—Forsyth County

1826. Stanleyville Pharmacy
Rt. 1 (C. C. Mundy)

2309. Warren's Drug Store
Professional Center (W. D. Shouse)

RUTHERFORD COLLEGE—Burke County

2281. College Pharmacy (W. W. Morris)

RUTHERFORDTON—Rutherford County

1645. Rutherford Drug Co., Inc.
225 N. Main St. (J. E. Cash)

2367. Rutherford Hospital Pharmacy**
Ridgecrest Avenue (James E. Cash)

1471. Smith's Drug Store, Inc.
217 N. Main St. (A. R. Bridges)

SAINT PAULS—Robeson County

1175. Brisson Drugs
123 W. Broad St. (Edward Brisson)

681. St. Pauls Drug Company, Inc.
200 W. Broad St. (D. D. Sparkman)

SALISBURY—Rowan County

2014. Catawba Pharmacy
1908 W. Innes St.
(Benjamin Savoia, Jr.)

1954. Doctors Building Drug Co., Inc.
830 W. Henderson St.
(D. A. Thompson)

2375. Fulton St. Pharmacy
916 S. Fulton St. (H. C. Stone, Jr.)

2061. Innes Street Drug Company
Cor. Main & Innes Sts.
(E. R. Fuller)

2060. Innes Street Drug Co.'s Medical Center Pharmacy
701 Barker St. (F. L. Skinner)

2069. The Innes St. Drug Co. #3
West Innes St. (Robert Fairley)

1913. Main Drug Co.
128 N. Main St. (B. C. Lindsay)

626. Purcell Drug Co.
Southgate Shopping Center
(S. M. Purcell, Jr.)

627. Purcell Drug Co. No. 2
101 N. Main St. (Thomas Moore)

1264. Rowan Memorial Hospital Pharmacy
612 Mocksville Ave.
(Patsy B. Sanders)

1728. Salisbury Pharmacy, Inc.
102 Mocksville Ave. (G. B. Albright)

2020. Towne Pharmacy, Inc.
1408 W. Innes St.
(F. W. Medlin)

SANFORD—Lee County

1835. Acme Drug Co.
148 S. Steele St. (A. W. Palmer)

1631. Bland's Drug Store
718 Wall St. (Miriam Bland)

630. John's Pharmacy
411 Carthage St. (J. A. Terrell)

376. Jonesboro's Lee Drug Store
114 E. Main St. (R. N. Watson)

632. Lee Drug Store
101 S. Steele St. (Joe Lazarus)

1311. Mann's Dependable Drug Store
300 Wicker Street (H. C. Greeson)

2015. Mann's Dependable Drug Store
Kendale Shopping Center
(L. W. Keith)

SCOTLAND NECK—Halifax County

635. Hall's Drug Store
921 Main St. (C. C. Turner, Jr.)

1910. McDowell's Pharmacy
1004 N. Main St.
(N. O. McDowell, Jr.)

SEABOARD—Northampton County

903. Community Drug Store*
Main St. (J. W. Parker, M.D.)

SEA LEVEL—Carteret County

2207. Sea Level Pharmacy
(R. F. Holland)

SELMA—Johnston County

640. Creech Drug Co., Inc.
126 N. Raiford St.
(Jos. A. Creech, Jr.)

639. Selma Drug Co., Inc.
Anderson and Raiford Sts.
(W. H. Creech)

SHALLOTTE—Brunswick County

641. Coastal Drug Store
(C. W. Young)

1675. Shallotte Drug Store
Lewis Shopping Center
(W. R. Royeroft)

2076. Thomas Drugs
Main St. (P. L. Thomas)

SHELBY—Cleveland County

2149. Cleveland Drug Co.
113 W. Warren St. (W. L. Marsh)

2235. Cleveland Memorial Hospital Pharmacy
201 Grover Street
(Virginia H. Harris)

1224. Cornwell Drug Co.
809 N. Lafayette St. (R. W. Kiger)

2365. Cornwell Hospital Pharmacy
Cor. Grover & Dekalb
(Ronald L. Austell)

1710. Cornwell Rexall Drugs
Huxley Village Shopping Center
(Jean W. McSwain)

2387. Eckerd's Drugs
Shelby Plaza Shopping Center
(R. Ellis Tate)

2117. Medical Arts Pharmacy
108 Grover St. (H. M. Logan)

1969. Shelby Drug Co., Inc. #2
412 W. Warren St. (W. W. Rogers)

953. Smith's Drugs
4 E. Warren St. (W. S. Gregory)

2130. Suttle's Drug Store
301 E. Warren St. (J. H. Hull)

2245. Webb Drug Co.
109 N. Lafayette St. (J. G. Butler)

SILER CITY—Chatham County

1995. Carolina Pharmacy
102 E. Raleigh St.
(H. H. Dunlap, Jr.)

2229. Chatham Rexall Drug
518 W. Raleigh St.
(W. L. Whitehead)

1947. Siler City Drug Co., Inc.
102 S. Chatham Ave.
(F. G. Brooks, Jr.)

SKYLAND—Buncombe County

2390. Skyland Drug Store
Hendersonville Rd. (Jack R. Romine)

SMITHFIELD—Johnston County

1151. Creech's Pharmacy
109 S. 3rd St. (J. L. Creech)

1396. Fleming Pharmacy
202 Market St. (O. G. Fleming)

1950. Hood's Drug Store
Cor. Market & Third
(McDonald Davis, Jr.)

2186. Johnston Memorial Hospital Pharmacy
Highway 301 (Rudolph Pittman)

2010. Medical Center Pharmacy
601-D North 8th St.
(J. Marshall Sasser)

2300. Smithfield Drug Co., Inc.
Market Plaza (James Clow)

655. Upchurch Pharmacy
Third and Market Sts.
(M. T. Upchurch)

SNOW HILL—Greene County

1837. Snow Hill Pharmacy
211 N. Greene St. (R. V. Heath)

SOUTHERN PINES—Moore County

656. Broad Street Pharmacy
110 N. W. Broad St.
(Charles Bennett)

2332 Sandhill Drug Co.
154 N. W. Broad St. (L. G. Snider)

2215. Town Center Pharmacy
Broad Street (Joe Montesanti, Jr.)

SOUTHPORT—Brunswick County

2347. Dosher Memorial Hospital Drug Room**
Dosher Memorial Hospital
(L. G. Barefoot)

1871. Kirby Prescription Center, Inc.
109 Howe St. (C. M. Kirby, Jr.)

2203. Watson's Pharmacy Co.
110 Moore St. (A. B. Cheatham)

SPARTA—Alleghany County

1061. B. & T. Drug Company
(T. R. Burgiss)

1093. Halsey Drug Co.
(W. B. Halsey)

SPENCER—Rowan County

1275. Rowan Drug, Inc.
Park Plaza (P. W. Miller)

1843. Spencer Pharmacy, Inc.
108 4th St. (H. B. Ridenhour)

SPINDALE—Rutherford County

2285. Spindale Drug Co.
101 W. Main St. (N. J. Simpson)

SPRAY—Rockingham County

1238. Spray Drug Co.
106 Canal St. (O. W. Mills)

665. Tri-City Pharmacy
720 Morgan St. (Culas Roberson)

SPRING HOPE—Nash County

666. Southside Pharmacy
117 E. Ash St. (Augustus Neville, Jr.)

SPRING LAKE—Cumberland County

1773. Spring Lake Drug Co.
124 N. Main St. (Rupert Bullard)

SPRUCE PINE—Mitchell County

2175. Day's Drug Co., Inc.
309 Oak Ave. (H. V. Day)

2329. Spruce Pine Community Hospital Pharmacy**
Hospital Drive (H. V. Day)

668. Spruce Pine Pharmacy
207 Locust Ave. (R. D. Banner)

STANLEY—Gaston County

1666. John's Pharmacy
150 South Main St. (F. L. Black)

1121. Stanley Drug Company
Main St. (G. S. Coble)

STANTONSBURG—Wilson County

669. Stantonsburg Drug Co.
116 S. Main St. (Kenneth Edwards)

STAR—Montgomery County

670. Wallace Drug Store
(A. C. Wallace)

STATESVILLE—Iredell County

2389. Eckerd's Drugs
Newtowne Plaza Shopping Center
(John L. Kennedy)

2232. Fisher Drug Co., Inc.
430 Western Ave. (Jerry Fisher)

1929. Forest Heights Pharmacy, Inc.
Forest Heights Shopping Center
(L. B. Julian)

1961. Holmes Drug Co., Inc.
101 E. Broad St. (W. J. Miller)

1615. Lowry Drug Co., Inc.
750 Hartness Rd. (F. W. Lowry)

1852. Medical Centre Pharmacy of Statesville, Inc.
951 Davie Ave. (J. T. Simpson, Jr.)

675. Purcell Drug Co., Inc.
111 E. Broad St. (T. M. Fraley)

1690. Statesville Drug Company, Inc.
101 S. Center (A. L. Davis)

2066. Westgate Pharmacy, Inc.
1216 W. Front St. (J. L. Patterson)

STOKESDALE—Guilford County

1084. Smith's Drug Store
(J. G. Smith)

STONEVILLE—Rockingham County

678. Stoneville Drug Store
(G. D. Matthews, Jr.)

STONY POINT—Alexander County

1642. Mack's Pharmacy
Main St. (R. L. McKittrick)

STOVALL—Granville County

679. Puckett Drug Co.
(U. S. Puckett)

SUMMERFIELD—Guilford County

2044. Summerfield Drug Co., Inc.
(A. J. Muratori)

SWANNANOA—Buncombe County

2118. Ward's Drug Store
(W. S. Ward)

SYLVA—Jackson County

1904. Eastgate Pharmacy
Eastgate Medical Center
(L. B. Cowan)

2306. C. J. Harris Community Hospital**
59 Hospital Road (Henry Leigh)

2307. Hooper Drug Store
Main St. (R. D. Kelly)

921. Professional Drug Store, Inc.
Main St. (Bjorn Ahlin)

1905. Sylva Pharmacy, Inc.
12 E. Main St. (J. N. Zachary)

TABOR CITY—Columbus County

917. Dameron Drug Store
#2 Railroad St. (H. G. Dameron)

685. Harrelson's Pharmacy
Cor. 4th & Main
(W. H. Harrelson)

TARAWA TERRACE—Onslow County

1276. Almand's Drug Stores, Inc.
Tarawa Terrace Shopping Center
(H. O. Kight)

TARBORO—Edgecombe County

1723. Edgecombe Drug Company, Inc.
2018 N. Main St. (W. D. Moore)

1608. Moore's Pharmacy
301 Main St. (M. A. Moore, Jr.)

2036. Tarboro Drug Company
421 Main St. (L. R. Bell)

1274. Thorne's Drug Co.
1510 N. Main St. (R. M. Brown)

TAYLORSVILLE—Alexander County

2325. People's Drug Store
Main St. (R. B. Campbell)

1435. Town and Country Drugs
Main St. (L. M. Ferguson)

THOMASVILLE—Davidson County

2190. Liggett Rexall Drug
Southgate Shopping Center
(H. O. Benson)

694. Mann's Dependable Drug Store #1
108 E. Main St. (J. D. Greeson)

1822. Mann's Dependable Drug Store #2
600 S. Randolph St. (Leon Walker)

1616. Medical Arts Pharmacy, Inc.
402 Randolph St. (C. G. Fisher)

695. Poole's Drug Store
32 W. Main St. (L. B. Poole)

2123. Thomasville Drug Company, Inc.
20 Salem St. (S. T. Powell)

TROUTMAN—Iredell County

698. Troutman Drug Store
2 Perth St. (J. C. Gabriel)

TROY—Montgomery County

2243. Dept. of Pharmacy—Montgomery
Memorial Hospital**
Wood Street (John Stoots)

699. Standard Drug Co.
328 N. Main St. (R. L. White)

1429. Troy Drug Co.
401 N. Main St. (J. R. Harrison)

TRYON—Polk County

2189. Owen's Pharmacy
110 Trade St. (R. Dean Butler)

2246. Tryon Pharmacy
S. Trade St. (E. M. Fincher)

VALDESE—Burke County

826. Rock Drug Store
225 W. Main St.
(L. R. Burris, Jr.)

2210. Valdese Drug Co., Inc.
104 E. Main St. (J. H. Fletcher)

1045. Valdese General Hospital Pharmacy
(G. R. Dutton)

1803. Waldensian Pharmacy
138 E. Main St. (L. R. Burris)

VASS—Moore County

1063. Vass Drug Store
Main St. (W. L. Cameron)

WADESBORO—Anson County

1799. Fox & Lyon
100 W. Wade St. (J. E. Walters)

1889. Parsons-Bias, Inc.
100 S. Green St. (W. C. Bias)

1421. Tollison Pharmacy
136 Morgan St. (R. B. Tollison)

WAGRAM—Scotland County

1839. Wagram Drug Store
621 N. S. Main St. (L. E. Gilbert, Jr.)

WAKE FOREST—Wake County

911. Edwards' Pharmacy
121 S. White St. (G. B. Edwards)

711. T. E. Holding & Co.
White St. (T. E. Holding, III)

WALKERTOWN—Forsyth County

2086. Walkertown Rexall Drugs
H'way 66—Morris St.
(R. E. Mueller)

WALLACE—Duplin County

951. Gowan Drug Co.
124 Norwood St. (S. W. Gowan)

1475. Graham Drug Co.
130 E. Main St. (L. I. Graham)

1974. Wallace Drug Company, Inc.
100 W. Main St. (Lloyd Whaley)

WALNUT COVE—Stokes County

2095. Hicks Pharmacy
1340 Main St. (J. O. Hicks)

1747. Steve's Drug Store
S. Main St. (S. V. Harrison)

WALSTONBURG—Greene County

1087. Jenkins Drug Store
Rail Road (Sam Jenkins)

WARRENTON—Warren County

1460. Boyce Drug Company
(W. F. Farmer)

2024. Hunter Drug Co., Inc.
240 S. Main St. (Alpheus Jones, Jr.)

WARSAW—Duplin County

960. Clark's Drug Store
109 E. College St. (G. E. Clark)

2312. Warsaw Drug Co.
121 E. Railroad St.
(B. C. Sheffield, Jr.)

WASHINGTON—Beaufort County

2080. Ben Gee Rexall Drug Store
169 W. Main St. (Ben Gee)

1809. Hospital Pharmacy
600 E. 12th St.
(D. D. Winstead)

721. Tayloe Drug Company
239 W. Main St. (J. P. Tunstall)

722. Welch's Drug Store
100 W. Main St. (W. D. Welch, Jr.)

1942. Welch's Drug Store, No. 2
604 E. 12th St. (G. F. May)

WAYNESVILLE—Haywood County

1678. Curtis Drug Store
201 N. Main St. (T. E. Curtis)

2212. Haywood County Hospital Pharmacy**
(F. T. Akins)

1561. Medical Arts Pharmacy
1600 N. Main St. (J. A. Ammons)

1153. Smith's Drugs, Inc.
226 Main St. (H. V. Morris)

2005. Waynesville Pharmacy
307 Main St. (B. H. Eidam)

WEAVERVILLE—Buncombe County

1270. Weaverville Drug Co.
Main St. (Robert Kemp)

WELCOME—Davidson County

1855. Welcome Drug Co.
Highway 52 N. (J. W. Fulton)

WELDON—Halifax County

728. Selden's Pharmacy
123 Washington Ave. (J. S. Selden)

729. Terminal Drug Store
19 W. First St. (D. B. Cooke)

1167. Weldon Drug Co.
322 Washington Ave.
(J. K. Turner, Jr.)

WENDELL—Wake County

2094. Sanders Pharmacy, Inc.
Main St. (J. W. Saunders)

2208. Wendell Drug Co.
Main St. (W. F. Farmer, Jr.)

WEST JEFFERSON—Ashe County

1767. Peoples Rexall Drug Store
Jefferson Ave. (Dale Shepherd)

2348. Ray Drug Store
Jefferson Avenue (R. R. Eller)

1103. Roberts' Drug Store
Jefferson Ave. (James Sheets)

WHITEVILLE—Columbus County

743. Columbus Drug Store
629 S. Madison St. (P. F. Edwards)

745. Guiton's Drug Store
801 S. Madison St. (G. D. Hege)

2152. J. A. McNeill & Sons
612 S. Madison St. (J. A. McNeill)

2294. Nick Gross Prescription Center
Madison St. (Nicholas Gross)

2356. Simmons Drug Co.
Baldwin Woods, S.W. (Gus Hudson)

2293. Simmons' Drug Co.
Court Square (John Causey)

WILKESBORO—Wilkes County

1136. The Peoples Drug Store
Main St. (J. P. Horton, Jr.)

WILLIAMSTON—Martin County

748. Clark's Pharmacy, Inc.
142 W. Main St. (C. B. Clark, Jr.)

749. Davis Pharmacy
150 Main St. (D. R. Davis, Sr.)

1135. Martin General Hospital Pharmacy
Liberty St. (W. M. Batten)

WILMINGTON—New Hanover County

2288. Cape Fear Memorial Hospital, Inc.**
5301 Wrightsville Avenue
(J. W. Polk)

1468. Cape Fear Pharmacy
5042 Wrightsville Ave.
(J. C. Edwards)

1560. Carter's Pharmacy
2001 Princess Place Dr.
(R. E. Carter, Jr.)

963. Center Drug Co., Inc.
1706 Dawson St. (H. W. Greene)

1199. Hall's Drug Store
421 Castle St. (J. M. Hall, Jr.)

1149. Henriksen's Pharmacy, Inc.
Hanover Center (H. E. Henriksen)

1812. Jarman's Pharmacy, Inc.
1520 Market St. (G. L. Carroll)

2319. Joe's Drugs
4930 Market St.
(Joseph Nemargut)

1970. Lakeview Pharmacy
615 Greenfield St. (L. A. Odom)

751. Lane's Brooklyn Pharmacy
902 N. 4th St. (J. V. Thompson)

2287. Medicenter-Wilmington**
2120 S. 16th St. (H. G. Whaley)

1401. Morton's Service Drug Store
802 Market St. (W. A. Morton)

2366. New Hanover Memorial Hospital Pharmacy
2431 S. 17th St. (M. E. Underwood)

1582. Peoples Drug Company
1122 N. 4th Street (M. E. Merritt)

1632. Professional Pharmacy
922 Grace St. (J. C. Bullock)

2126. Saunders Drug Store
1608 Market St. (Hobart Whaley)

1830. Seashore Drugs
2603 S. Front St.
(Julius Howard)

1459. Standard Pharmacy
213 N. Front St. (Paul McDaniel)

766. Toms Drug Co.
Front and Market Sts.
(E. R. Toms)

1349. Turner's Drug Store, Inc. No. 1
Bryants N. 17 Shopping Center
(G. W. Turner)

2096. Turner's Drug Store No. 2
Castel Hayne Rd. (Noal Blackmore)

1252. Walgreen Co.
226 N. Front St.
(V. J. Lindenschmidt)

1909. Williams Pharmacy
4606 Oleander Dr. (F. E. Williams)

2091. Winter Park Drug Store
5220 Wrightsville Ave. (J. W. Polk)

WILSON—Wilson County

768. Bissette's Drug Store No. 1
114 E. Nash St. (T. H. Jones)

2248. Eckerd's Drugs
Blvd. Shopping Center
(J. W. Martin)

1667. Herring's Drug Store
211 E. Nash St. (J. W. Gresham)

2139. Herring's Fairview Pharmacy, Inc.
602 Fairview Ave.
(W. P. Horton)

2169. Kerr Drugs
Ward Blvd. (Ronald Tripp)

771. Morrison's Drug Store
403 W. Nash St. (B. P. Morrison)

773. Terminal Drug Store
408 E. Nash St. (T. J. Moore)

1259. H. G. Thomas Drug Store, Inc.
303 W. Nash St. (H. G. Thomas)

774. Wilson Drug Co., Inc.
114 S. Tarboro St. (M. L. Newbern)

2092. Wilson Memorial Hospital Pharmacy
Tarboro St. Ext. (W. R. Adams, Jr.)

2026. Winoca Drugs, Inc.
600-2 Ward Boulevard (M. M. Bain)

WINDSOR—Bertie County

2333. Pugh's Pharmacy, Inc.
Cor. King and Granville Sts.
(E. S. Pugh)

777. The Windsor Pharmacy Company
119 S. King St. (W. B. Gurley)

WINSTON-SALEM—Forsyth County

1052. Acadia Pharmacy, Inc.
301 Acadia Ave. (H. F. Pulliam)

1966. Andrews Pharmacy
1302 S. Hawthorne Rd.
(J. W. Andrews)

2321. Bobbitt's College Pharmacy, Inc.
100 Lockland Ave. (E. J. Rabil)

2318. Bobbitt-Nissen Drug Co.
308 W. 4th St. (C. B. McKenzie)

2324. Bobbitt's Pharmacy, Inc.
401 N. Main St. (Sara F. Lore)

1066. Cox Pharmacy, Inc.
College Village (R. O. Cox)

2085. Crown Drugs, Inc.
631 Peters Creek Rd.
(H. E. Koslow)

2303. Community Drug
1201 Waughtown St. (J. L. Inabinet)

1067. Eckerd Drugs
420 N. Trade St. (L. C. Lewis)

1387. Eckerd's Drugs
240 S. Stratford Rd. (J. S. Holland)

1734. Eckerd's Drugs
1205 Corporation Parkway, S.W.
(Frank O'Neil)

1562. Eckerd's Drugs
Northside Shopping Center
(James Hathcock, Jr.)

1946. Eckerd's Drugs
Reynolda Rd. Shopping Center
(H. D. Leighty)

1116. Economy Pharmacy, Inc.
4534 N. Cherry St. (Ollie Harrell)

1314. Flynn's Drug Store
11 E. Clemmonsville Road
(H. L. Flynn)

2299. Forsyth Home, Inc. Pharmacy**
RFD #7-Shattalon Dr.
(P. L. George)

2071. Forsyth Memorial Hospital Pharmacy
3333 Silas Creek Parkway
(J. F. Lowder)

1408. Gordon Manor Pharmacy
3915 Country Club Rd. (R. A. Russell)

793. Rufus Hairston's Drug Store
100 E. 3rd St. (R. S. Hairston)

2173. Market Basket Pharmacy
4021 Country Club Rd.
(C. F. Speranza)

2051. Medical Park Pharmacy
Forsyth Medical Park (J. W. Edwards)

1599. Model Pharmacy, Inc.
562 Patterson Ave. (F. L. Douglas)

1933. Model Pharmacy, Inc. Store #2
2500 N. Liberty St. (D. M. Thomas)

819. North Carolina Baptist Hospital Pharmacy
300 S. Hawthorne Rd. (E. W. Rollins)

1570. Ogburntown Pharmacy, Inc.
4218 N. Liberty St. Ext.
(G. P. Healy)

1478. Old Town Pharmacy
3716 Reynolda Rd. (J. H. Wilson)

1523. Parkview Pharmacy, Inc.
3075 Kernersville Road (A. C. Dollar)

790. Patterson Drug Company, Inc.
112 W. 4th St. (L. M. Myers)

2119. Patterson Drug Co., Inc.
Sherwood Plaza Shopping Center
(G. C. Hartis, Jr.)

2351. Patterson's Cloverdale Pharmacy
2132 Cloverdale Ave.
(A. F. Robertson)

989. Professional Building Pharmacy, Inc.
2240 Cloverdale Ave. (H. S. Fox)

792. Read Drug Co.
431 N. Liberty St. (A. H. Davis)

1129. Kate Bitting Reynolds Memorial Hospital Pharmacy
1101 7th St. (J. D. Quick, Jr.)

1273. Stonestreet Drug Co.
2230 N. Patterson Ave.
(D. H. Stonestreet)

2395. Summit Street Pharmacy, Inc.
454 West End Blvd.
(James A. Way, Jr.)

2292. SupeRx Drugs of North Carolina, Inc.
2822 N. Cherry St.
(M. L. Connelly, Jr.)

797. Swaney Drug Store
2112 Lexington Rd. (I. L. Zuckerman)

801. Walgreen Co.
201 W. 4th St. (L. E. Ferguson)

WOODLAND—Northampton County

1546. Bolton Drug Co.
(J. C. Bolton, III)

WRIGHTSVILLE BEACH—New Hanover County

2155. Adams Pharmacy
N. Lumina Ave. (W. R. Adams)

YADKINVILLE—Yadkin County

2383. Lula Conrad Hoots Memorial Hospital**
Main St. (Sue S. Taylor)

1634. Sheek-Taylor Drugs
W. Main St. (Sue S. Taylor)

1319. Yadkin Drug Store
Main St. (Viola Pardue)

YANCEYVILLE—Caswell County

2360. Yanceyville Drug Co., Inc.
Main St., N. (T. P. Davis)

ZEBULON—Wake County

1285. Morgan Drugs
113 Arendell Ave. (G. D. Morgan)

1945. Vinson's Pharmacy
(J. B. Vinson)

808. Zebulon Drug Company, Inc.
123 Arendell Ave.
(G. H. Jones)

LIST OF PHYSICIANS HOLDING PERMITS TO CONDUCT DRUG STORES (IN TOWNS OF NOT MORE THAN 800 INHABITANTS.)

394. Atkins, William Marshall
Colerain, Bertie County

361. Cole, Walter Franklin
Bunn, Franklin County

178. Currie, Daniel Smith
Parkton, Robeson County

271. Parker, John Wesley, Jr.
Seaboard, Northampton County

THE MEDICARE PROGRAM *WILL* MEAN MORE PROFIT FOR YOU.

If you have a complete Convalescent Aid Department

The profit opportunity of a lifetime! Low investment—Big ticket sales—High profit—No cut price competition.

Make your store a one-stop center for Convalescent Supplies including Wheel Chairs, Beds, Walkers, Commodes, etc.

Promotional and display materials are available upon request.

See our representative now so that you will be ready to participate in this profitable business.

OWENS, MINOR & BODEKER, INC.

1010 Herring Avenue
Wilson, North Carolina

THE HOUSES *of*

Friendly and Dependable SERVICE

Year after Year

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII November, 1967 Number 11

NOV 27 1967

easy
does
it!
M-73
100 TESTS (APPROX.)
TES-TAPE®
Urine Sugar Analysis Paper
Protect from direct light,
excessive moisture, and heat.
Lilly
FOR URINE SUGAR
ANALYSIS ONLY
XA7109
AMX
DIRECTIONS — ON BACK
APPROX.
0
0%
+
1/10%
++
1/4%
+++
1/2%
++++
2% or more
It's also
easy to make
"extra" sales by
suggesting
Tes-Tape® to your
diabetic customers.
Lilly
Tes-Tape®
(urine sugar analysis
paper, Lilly)
7013.0

We Pause During This

Thanksgiving Season

To Say ***Thanks*** To You

For Your Patronage and Support.

Let Us Know How We Can Serve

You Best.

☆ ☆ ☆

member DSC wholesaler

MEMBER NWDA WHOLESALER

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 69th Year of Service to the North Carolina Retail Druggists

ENDEAVORING TO BETTER SERVE

Our Holiday Showroom is now open. Hours are 9:00 A.M. to 5:00 P.M. Monday through Friday (weekend and after hours by appointment). A complete selection of Holiday and Gift Items awaits your visit. We welcome and appreciate the opportunity to serve you.

Scott Drug Company

CHARLOTTE, N. C.

Representing 76 Years of Integrity and Reliable Service

The Carolina JOURNAL OF PHARMACY

November, 1967

VOL. XLVIII No. 11

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer
Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant
Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Abbott Buys Rocky Mount Building 4
Tate Regains Seat in a Hurry 5
Tar Heel Pharmacists Visit Abbott Laboratories 6
State Board of Pharmacy 8
Disasters and Catastrophies 13
Jimson Weeds 14
TMA News Briefs 17
News From the Local/Sectional Societies 27
Tar Heel Digest 28
Institutional Pharmacy Practice 31
UNC Pharmacy School Notes 34
Doings of the Auxiliaries 38
Births—Weddings—Deaths 41
Roche Laboratories Return Goods Policy 40
Classified Advertising 44

ADVERTISERS

Abbott Laboratories 16
Berryhill Fountain Sales 18
Davenport-Dillard, Inc. 24
The Geer Drug Company 20
Henry B. Gilpin Company 25
Hollingsworth's Unusual Candies 19
Justice Drug Company 1
Grant E. Key, Inc. 30
W. H. King Drug Co. and Associates ..... 4th Cover
Lance, Inc. 36
Eli Lilly & Company ..... 2nd Cover
McCourt Label Company 9
Owens, Minor & Bodeker ..... 3rd Cover
Ramsey Manufacturing Corporation 15
B. C. Remedy Company 10
A. H. Robins Company 26
Roche Laboratories 22-23
E. N. Rowell Company 13
Scott Drug Company 2
Seeman Printery 32
Smith Wholesale Drug Company 33
Stanback Company, Ltd. 7
Travelers Express Company, Inc. 12
Washington National Insurance Company 29

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Abbott Buys Rocky Mount Building

Abbott Laboratories has purchased a 19,500 square-foot combination warehouse and office building in Rocky Mount, N. C., for assembling and packaging disposable hospital equipment.

The plant, after remodeling, will begin partial production in March. About 115 persons will be employed by September, 1968.

(In January, Abbott announced construction plans for a $6 million hospital intravenous solutions manufacturing plant near Rocky Mount. Construction is well underway with completion set for late 1968.)

Employees at the newly-announced plant will assemble delicate plastic parts into tubing systems called "sets." The sterilized "sets" carry hospital solutions from bottles into the bodies of patients. After one-time use, the "sets" are thrown away.

Within 60 days, workmen will begin renovating the new property. They will install partitions, lighting, air-conditioning, new ceilings, a filtered air system, conveyors, and light machinery. An employee service area will contain lockers and vending machines for food and refreshments. Also, a lighted parking lot for 75 autos will be added.

Address Changes

John B. Kennedy from Edgewood, Maryland to Perry Point, Maryland.

William W. Morris from Rutherford College to Bessemer City, N. C.

Arthur R. Jones, Jr. from Newell to Charlotte, N. C.

V. I. Boyles, Jr. from Salisbury to Statesville where he will be chief pharmacist at the Iredell Memorial Hospital.

F. T. Patterson from Chapel Hill to Alexandria, Virginia.

Richard J. Lelliott from Dover, Ohio to Wooster, Ohio.

W. Larry Paul from Hicks Drug Company, Rocky Mount, to Gainesville, Florida.

Charles B. Tromba to Hampton, Virginia (medical service representative in the Hampton area for Eli Lilly & Company).

Jim Sitison from N. C. Baptist Hospital to Andrew's Pharmacy, Winston-Salem.

Carl T. Bauguess, Jr. from Chapel Hill to Northeast Louisiana State College, Monroe, La.

Oliver G. Fleming from Smithfield to Boone's Professional Pharmacy, Ahoskie.

Henley Joins MD Study

Senator John T. Henley of Hope Mills has been appointed to the Legislative Research Committee's subcommittee studying ways to provide more doctors for small towns in North Carolina.

Geer Drug Plans New Building

Geer Drug Company will build a modern new plant just north of the Charleston, S. C. city limits according to an announcement by Frank O. Ezell, vice president of sales, Greenville and Spartanburg Divisions of Geer.

Completely air-conditioned, the building will contain 68,000 square feet of warehouse space and 13,000 square feet of office space. Occupancy of the building is set for April 1, 1968.

Geer Drug Company was established in 1896 when the late Dr. Andrew J. Geer purchased the Dowie and Moise Drug Company, already established as a wholesale drug firm in Charleston.

Geer's Spartanburg Division occupied its present building in 1951 and since 1962 Geer has operated from its new building in Greenville.

Cover Page

Pharmacists, friends and co-workers from all points of the state gathered in Durham on September 13 to pay tribute to I. Thomas Reamer—named "1967 Pharmacist of the Year" by the N. C. Pharmaceutical Association.

Mr. Reamer's distinguished career was outlined in the September issue of THE CAROLINA JOURNAL OF PHARMACY. Pictured on the opposite page are a few of his friends and co-workers who had a formal part in the plaque presentation program.

Tate Regains Seat—In A Hurry

In the space of a couple of weeks, Lenoir pharmacist Earl H. Tate has been a legislator, and ex-legislator and a legislator again.

The complicating factor: the State Constitution's prohibition against double office-holding.

It all started when Governor Moore appointed the veteran Caldwell County representative to the State Board of Health on August 30.

Two weeks ago he went before the Caldwell County clerk of court and took the oath as a member of the health board.

A few days later, he was in the Raleigh area on business and heard of an article in *The News and Observer's* "Under the Dome" column. The article quoted the State attorney general's office as saying Tate's appointment could well be one of those posing a double office-holding conflict.

He called the attorney general's office and was advised that a conflict did exist. The verdict was that Tate automatically vacated his General Assembly seat when he took the oath of office as a State Board of Health member.

So, 10 days ago Tate asked the Caldwell County Democratic Executive Committee to nominate him to the House seat which he had vacated. This was done.

At the same time, he resigned from the State Board of Health and asked Governor Moore to appoint him to the General Assembly in line with the executive committee's recommendation. This Moore did Wednesday. A commission of appointment to the General Assembly was executed by the Governor's office for transmittal to Tate. An incumbent legislator again, Tate was already making preparations Wednesday for re-election to the 1969 General Assembly. "I'll be a candidate," he said.

1967 Pharmacist of the Year I. T. Reamer (with Plaque) is shown with (l to r) Charles D. Blanton, Jr., Immediate Past President of the NCPhA; Dr. Barnes Woodhall, Associate Provost, Duke University Medical Center; NCPhA President S. D. Griffin, Jr.; and the Honorable E. J. Evans, Former Mayor of the City of Durham.

Tar Heel Pharmacists Visit Abbott Laboratories

Abbott Laboratories has under construction at Rocky Mount, a $6 million intravenous solutions plant. Partly to say "Welcome, Neighbor" and partly to get a close-up of Abbott's present operation in North Chicago, a group of North Carolina pharmacists, pharmacy owners and guests visited Abbott's modern plant in mid-August.

A 1-day tour by bus took the visitors to Abbott's new radio-pharmaceutical plant now in full operation west of North Chicago, then on to the main plant to view the research, development and manufacturing areas. The high degree of quality control exercised by Abbott was particularly impressive.

Abbott, with more than 14,000 employees, has come a long way from the days when Dr. Abbott personally knew every employee of the company. He took delight in staging an Annual Abbott Party. A 14,000 employee attendance party would be too much, even for George R. Cain, but nowadays the employees have a number of fringe benefits which compensate for loss of the annual party.

There is no question but what Abbott is on the go. Research expenses in 1967 are expected to pass the $21 million mark; a new biological research building is under construction; plant modifications at North Chicago will run to nearly $10 million, and overseas, $15 million is being spent for an antibiotics fermentation in Puerto Rico. Add to this the N. C. plant at Rocky Mount which indicates the smart planning now being exhibited by the Abbott executives.

Ralph H. Langdon, District Sales Manager for Abbott, with headquarters in Charlotte, accompanied the group to Chicago, and while in the city, he was ably assisted by E. K. Stewart, a member of Abbott's professional guest relations department.

Tar Heel guests get a close-up view of one of Abbott's many packaging lines—left to right: Mr. and Mrs. George Royall of Elkin, Mrs. Hoy Moose of Mount Pleasant, Mrs. Johnnie Lee Matthews of Rocky Mount, Mr. and Mrs. W. J. Smith of Chapel Hill, and an Abbott Hostess.

Consistent, top caliber advertising means high volume sales for you!

Stanback's effective promotion program reaches millions of customers and influences increased sales for you. Stanback is a proven seller with "built-in" customer acceptance. Watch your profits rise when you stock and merchandise Stanback.

Advertised on:

More than 80 TV stations

More than 650 Newspapers and Magazines

More than 350 Radio stations

Plus outdoor signs, displays, counter cards and point-of-purchase specialty advertising

Good Housekeeping GUARANTEES

COMMENDED by PARENTS' MAGAZINE

A size for every customer — POWDERS OR TABLETS

SIZE	RETAILER COST	RETURNS
10¢ (Powders only)	$ .75 per doz.	$ 1.20 per doz.
25¢	2.00 per doz.	3.00 per doz.
69¢	6.00 per doz.	8.28 per doz.
98¢	8.75 per doz.	11.76 per doz.

Cooperative advertising available. For details write:

STANBACK CO., LTD., SALISBURY, N.C.

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

Reciprocity

1. Fred Monroe Eckel—Ohio
2. Carl Annel Evans, Jr.—South Carolina
3. Olga Enrique Gomez—Alabama
4. Robert Walker Gusse—Ohio
5. William Colbert Johnson—Georgia
6. O. Randolph Moore—South Carolina
7. John Eastgate Southam—North Dakota

New Pharmacies

1. Medical Pharmacy of Albemarle, Inc., Albemarle. Donald L. Bennett, ph.-mgr.; George E. Harwood and Donald L. Bennett, owners
2. Mason's Pharmacy, Old Fort. James B. Mason, ph.-mgr. and owner
3. Eckerds-Salisbury, Inc. T/A Eckerd's Drugs. Thomas R. Bostian, ph.-mgr.; E. M. O'Herron, Jr., president

Transfer of ownership

1. Morris Drug Store, Bessemer City. William W. Morris, ph.-mgr.; William W. and Helen H. Morris, owners
2. Westgate Pharmacy, Inc., Statesville. James L. Patterson, ph.-mgr; James L. Patterson, Lucius Cooke, Elizabeth B. Patterson and W. P. Dockery, owners
3. Herring's Fairview Pharmacy, Inc., Wilson. Doris S. Totten, ph.-mgr.; John W. Gresham, owner
4. Loftin's Drug Store, Albemarle. John R. Gore, ph.-mgr.; Mrs. J. V. Loftin, owner
5. Brentwood Pharmacy, Raleigh. Donald K. Carter, ph.-mgr. and owner

Limited Service

1. Pungo District Hospital Corporation, Belhaven. W. P. O'Neal, ph.-mgr.; Lowell Rhodes, Administrator
2. Beaufort County Hospital Association, Inc., Washington. D. D. Winstead, ph.-mgr.; Louis S. Worsley, Administrator
3. Parrott Hospital Pharmacy, Kinston. Burwell Temple, Jr., ph.-mgr.; R. G. Tyndall, Administrator

Pharmacies Closed

1. Market Basket Pharmacy, 4021 Country Club Road, Winston-Salem (C. F. Speranza)
2. Medical Arts Pharmacy, Medical Arts Building, North Wilkesboro (T. D. Sprinkle).

Hearing on Board Rules and Regulations

by H. C. McALLISTER

At the September meeting of the Board of Pharmacy a hearing was held on the proposition of whether or not the Board should require all persons who have absented themselves from the practice of pharmacy for five years or more to take a "suitable practical" examination before resuming practice whether the license had been in force during that time or not. Such an examination has been routine practice for several years for those individuals whose licenses have lapsed and for applicants for reciprocity who have not been in practice for five or more years.

Two persons appeared before the Board and made statements with regard to the proposal. While generally endorsing that persons who absent themselves from practice should be required to bring their knowledge to a current basis, it was suggested that the Board explore an alternate procedure of required continuing education or required seminar attendance. Numerous letters both favoring and opposing the proposed revision were considered. From the letters submitted it was evident that considerable misunderstanding existed about what was being proposed.

The Board took no action on the proposal but carried it forward for consideration at a future time in order to provide an opportunity for further study and perhaps some experimental research on the question.

Revco Buys Patterson Stores

The 17 Patterson Drug Company chain of stores, including three in Winston-Salem, has been purchased by Revco Discount Stores, Inc. of Cleveland, Ohio.

Revco, employing about 1,500 people, has grown in 10 years from a two-store Detroit operation to rank among the nation's top 10 drug retailers.

During the past six years, Revco's acquisitions include the Standard Drug chain of Cleveland, the Gallaher chain of Dayton and Central Ohio, and the Peck chain of Central Michigan.

Leslie M. Myers, supervisor of the three Patterson stores in Winston-Salem, said that initially there would be no change in the personnel or management of the stores due to the ownership switch-over.

Wade Gilliam Sells Interest In Summit Street Pharmacy

James A. Way, Jr., a partner in Summit Street Pharmacy, and John Andrews, owner of Andrews Pharmacy, have purchased the interest of Wade Gilliam in Summit Street Pharmacy, Winston-Salem.

Mr. Gilliam will remain with the pharmacy which he founded almost 40 years ago.

No changes are anticipated. Mr. Way will continue with Summit Street Pharmacy as manager and Mr. Andrews will continue with Andrews Pharmacy as manager.

• SPECIAL •
INTRODUCTORY OFFER!
10% off on First Label Order
SAVE MORE BY ORDERING 12M
DRUG LABELS - PRESSURE SENSITIVE
GUMMED, DRY GUMMED
AVAILABLE IN ROLLS OR FLAT
PRESCRIPTION ROOM SUPPLIES
CONTACT OUR REPRESENTATIVE- CLIFF BERRY
P. O. BOX 306
CHARLOTTE, N. C. 28201
or MAIL DIRECT TO:
McCOURT LABEL COMPANY
42-54 BENNETT ST.
BRADFORD, PENNSYLVANIA 16701
QUALITY SINCE 1904 SERVICE

Have you heard the good news about BC®?

BC has just begun the biggest television and radio campaign in its fifty-seven year history. Advertising for the current quarter alone has been jumped 78%.

Convert this advertising into extra sales. Check your inventory, and make sure your customers can see your BC displays. Remember, BC is already America's largest selling headache powder. We're just not stopping there.

BC Powders
2's and 6's and
Handypacks of 24

BC Tablets
Tins of 12 and
Bottles of 50 and 100

Hospital Pharmacy Seminar Attended by More Than 100 Pharmacists/Guests

The North Carolina Society of Hospital Pharmacists, in conjunction with the University of North Carolina School of Pharmacy, held its first Hospital Pharmacy Seminar, September 23-24 in Chapel Hill.

The theme of the seminar was *The Pharmacist Looks at Hospital Pharmacy Problems.* The program included: Dr. Albert M. Mattocks, Professor of Pharmacy, University of North Carolina, discussing *The Pharmacist Looks at Extemporaneous Preparation of Sterile Products*; Robert A. Buerki, Director, Pharmacy Extension Service, Ohio State University, Columbus, Ohio, discussing *The Pharmacist Looks at Misleading Drug Advertising*; Andrew T. Canada, Jr., Assistant Director, Pharmacy Service, Jefferson Medical Center Hospital, Philadelphia, Pennsylvania, discussing *The Pharmacist Looks at Adverse Drug Reactions*; R. David Anderson, Director, Pharmacy Service, Waynesboro Community Hospital, Waynesboro, Virginia, discussing *The Pharmacist Looks at Records and Reports*; Benjamin F. Holland, Director, Pharmacy Service, Grant Hospital, Columbus, Ohio, discussing *The Pharmacist Looks at Patient Medication Records in A Drug Distribution System*; Robert L. Ravin, Director, Pharmacy Service, St. Joseph Mercy Hospital, Ann Arbor, Michigan, discussing *The Pharmacist Looks at Intravenous Solution Admixtures*; Ted Johnson, Pharmacy Design Consultant, McKesson and Robbins, Charlotte, discussing *Renovation and Design in Hospital Pharmacy.*

A panel discussion of the *Application of Packaging Techniques to Hospital Practice* included: Mrs. Peggy R. Ellis, R.N., Director of Inservice Education, Watts Hospital, Durham; Mrs. Joanne Hambright, Director, Pharmacy Department, Southeastern General Hospital, Lumberton; J. Frank Lowder, Director, Pharmacy Department, Forsyth Memorial Hospital, Winston-Salem; Douglas J. Worley, Wyeth Laboratories, Philadelphia, Pennsylvania.

Highlighting the two-day program was a banquet and an address by Dr. George P. Hager, Dean of the School of Pharmacy. Dean Hager stressed the importance of education in meeting the ever-increasing needs and demands of modern pharmacy practice. Dean Hager also commended the North Carolina Hospital Pharmacists for their interest in continuing education.

The seminar which attracted more than 100 pharmacists and their guests, was under the direction of Fred Eckel, Assistant Professor of Hospital Pharmacy, UNC School of Pharmacy.

Jenkins Given Lion Award

Pharmacist Sam Jenkins of Walstonburg, named "Outstanding Lion of the Year," is the recipient of a plaque awarded recently by a district governor of the Lions organization.

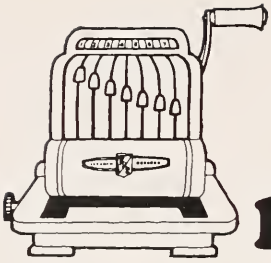
Mr. Jenkins tripled the membership of the Walstonburg Lions Club and spearheaded a drive which saw the club run up one of the best attendance records in the district.

Jack Watts Honored

Jack G. Watts, Lilly MSR, Burlington, is the proud possessor of a plaque awarded to him by the University of South Carolina School of Pharmacy Alumni Association.

The plaque was presented to Jack by Dean Robert W. Morrison with this inscription: "To Jack G. Watts, Class of 1955, for distinguished service as president of the University of South Carolina School of Pharmacy Alumni Association."

Jack has been president of the Association for the past 10 years and was reelected at its annual meeting this year.

this  money machine* turns your minutes into dollars

***and it costs you absolutely nothing!**

Familiar faces will appreciate the extra service . . . new faces will appear in your place of business because of it. And you'll profit through "plus" business and generous commissions! Good, solid reasons for you to become a TRAVELERS EXPRESS MONEY ORDER AGENT . . . NOW!

Your TRAVELERS EXPRESS money order agency costs nothing to operate . . . all necessary equipment and promotional material is furnished by TRAVELERS EXPRESS . . . a foot of counter space is all you need to be in business.

Let the TRAVELERS EXPRESS COMPANY representative in your area tell you the complete TRAVELERS EXPRESS "money machine" story. It's well worth listening to!

MAIL THE RETURN COUPON TODAY!

TRAVELERS MONEY ORDERS EXPRESS

Travelers Express COMPANY INC.

2906 HILLSIDE AVE., CHARLOTTE, N. C. 28209 (704) 377-5278

Please have your local representative show me, without obligation, how I can increase my business with TRAVELERS EXPRESS MONEY ORDERS.

NAME_____

FIRM NAME_____

ADDRESS_____

CITY_____ STATE_____

Disasters and Catastrophes

Winston-Salem—Old Town Pharmacy suffered damage estimated at $5,000 when a hole was chopped in the roof, flooding the interior with rainwater. The breakin also netted about $450 in cash stolen from two cash registers.

Kannapolis—Two bottles each of morphine and Codeine and two bottles of Scin-U-Tab were reported missing when the Williford Drug Store was entered during a weekend theft.

Hazelwood—The newly established Russ-Wood Drugs, owned by Joe Russell, was broken into early in September. It was reported that a quantity of narcotics was missing from the inventory. Entrance was gained by smashing a rear door.

Southern Pines—Town Center Pharmacy was entered by prying open the double-glass door at the front of the store. A number of bottles and small jars of various drugs are reported to have been taken from shelves in the prescription department. About $200 in cash was missing from a cash drawer.

Winston-Salem—The Crown Drug Store at West Salem Shopping Center was another victim of intruders. A pattern which had been used in several other breakins in that area was followed—cutting a hole in the roof. Merchandise was damanged extensively by water. The store manager said that a floor safe was punched open and a little over $2,500 in cash was removed. He said the checks were not disturbed.

Morganton—Hood's Pharmacy was entered through a side door which was pried open. Narcotics were taken and about $35 in coins.

Tryon—Tryon Pharmacy was entered by breaking the front door—and the burglars escaped through the basement. Narcotics, about $20 in merchandise and about one-half roll of stamps were taken, according to Ellis Fincher, owner. The burglar alarm went off when the front door was broken, but the burglars had escaped before police arrived.

Reidsville—Entrance through the roof of Mann Drug resulted in a theft of about $2,500 which the burglars took by ripping a safe apart.

Landis—Landis Drug Co. was one of two stores entered—through the usual pattern of chiseling a hole in the roof. Merchandise had been piled on top of an adjoining building. Apparently the burglars were frightened from the scene before they could haul it away.

Walkertown—Walkertown Drug Store was included in the rash of breakins in the Winston-Salem area. An unknown amount of cash and goods was taken, according to the Winston-Salem Sentinel.

Asheville—Northland Drug Store was the victim of burglars when entrance was gained through a back door. It was reported that narcotics which had been chosen "very selectively" were removed from the prescription department. Also a small safe was ransacked resulting in a loss of about $275 in cash and a ring valued at about $300. Merchandise stolen included a radio, blender, ice-crusher, steam iron, pen set, 40 cartons of cigarettes and 5 boxes of cigars. Damage to the store was approximately $100.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

Datura Stramonium

JIMSON WEEDS

BY JIM HARRISON

It's On the Table, Come and Get It

As this is being read the vote on membership dues increase for our Association will have been completed and, we hope, decided for the increase.

The "Pathways To Better Health" seminar held in Asheville October 11 is added evidence of the sort of program this added revenue in the form of dues increase will make possible, and without such revenue would not be possible. Too, this type of program could be increased in frequency. But we doubt it could be increased qualitatively for to this observer it seemed to deal more than adequately with the troublesome problems facing us and those who treated these subjects represented some of our members who had traveled the mazes of this particular forest before, blazing a trail for those who would follow with profit.

We feel genuinely sorry for those who, for one reason or another, were not present. Their absence represents a double loss for the simple reason they could have contributed as well as all together could have received.

Consider a few highlights of this seminar. Dean Hager's exposition of the pharmacy manpower situation and his analysis of the true conditions of this situation; his graphic illustration of the disparity between costs of pharmaceutical services and other paramedical costs. How we may use this condition to our benefit by the simple expedient of persuading the budget trustees that a greater expenditure for pharmaceutical services will decrease the amount necessary for other services while the status quo would not be a certainty to effect a vice versa.

H. C. McAllister's insight in outlining the dolorous aspects of manufacturers' price differentials and its dangers to the retail level of pharmaceutical services; his plea that we place ourselves in the position of acting to bring about a change in these policies—and his showing us a method of striving for effecting this method; his treatment of the "generic-brand name" question, a model of fairness and reason.

The welfare prescription program was treated at great length. Especially interesting and convincing is the experience of Don Miller. His creed of the ultimate in concentrated service to the recipients of this service is one we may emulate with profit to ourselves and great benefit to this needy segment of our communities.

These subjects and these participants in this seminar are not singled out any above the others. All are of more or less equal importance. All are vastly important in the impact on us who render pharmaceutical services and wish to continue in our careers in the face of governmental and other competition. All the participants in this one day seminar were not content to merely criticize, but honestly and constructively sought out answers to mutual problems. Those who plied the speakers with questions and those who discussed and related their experiences in these problems also contributed in great measure to what considered opinion can say resulted in a program of great benefit to all.

These and the other subjects not treated here and all the participants' roles in this meeting will no doubt be treated at greater length in the pages of our Journal. Rather it is the purpose of this "Jimson Weeds" to point out by these citations that your Association, of, by and for you, is the best medium for helping you to solve these many problems to the end result of better-

ing the conditions under which you operate.

These and other such programs are in store for members of the Association. There will be something of great value lost to you if you fail to support these programs by your attendance and your participation. Simply being a member is a potent spur to pride of membership, but being an active and participating member is an infinitely greater source of pride in being part of a profession which is the logical and best equipped to render pharmaceutical services at each level of practice.

Jones Promoted

Jesse Jones has been named manager of Pet Dairy Division, Charlotte. He has been succeeded at the Waynesville plant by Earl R. Gribble.

The Charlotte plant processes milk for the Charlotte area as well as Greensboro, Salisbury, Winston-Salem and Hickory.

Viewmont Pharmacy

Grand opening of Viewmont Pharmacy in its new location at 53 Thirteenth Avenue, NE, Hickory, was observed in late October.

The 5000 square foot store is a branch of the Ninth Avenue Pharmacy. The two stores are co-owned by Claude Suttlemyre, Phil Swann, Tom Richards and Bill McDonald. Mr. McDonald will manage Viewmont Pharmacy.

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

Helps fat customers end up thin

Get the point?

Sucaryl®
BRAND
Abbott's brand of low and non-caloric sweeteners

704390

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

Bruce Kendeigh of Raleigh, a medical service representative for J. B. Roerig Division, Chas. Pfizer & Company, has completed a 2-week training course at the organization's headquarters in New York City. He lives at 613 Essington Place.

Rodney C. Starcher has joined Lederle Laboratories as a MSR in the Greensboro (318 Warren Street) area. He is a graduate of Rollins College, 1964.

A 2-week training course for 39 Parke, Davis & Company sales representatives from 19 states has been concluded in Detroit. Included in the group was C. D. Younger, 2807 Roland Road, Greensboro.

Ralph P. Rogers, Jr., N. C. Mutual Wholesale Drug Company, has been elected a director of the Federal Wholesale Druggists Association. C. Rush Hamrick, Jr. of Shelby is chairman of the FWDA Executive Committee.

Donald H. Ahern, a native of Charlotte and graduate of UNC, has been appointed executive vice president, wholesale drugs, McKesson & Robbins Drug Company Division, Foremost-McKesson, Inc.

D. Philip Mebane, a native of Asheville and graduate of Duke University, has been named field manager of the Atlanta Branch Office of Parke, Davis & Co.

Douglas J. Worley, a native of Raleigh and graduate of UNC (B.S. in Chemistry) has been promoted to Assistant Sales Manager, a new position in Wyeth Laboratories.

A recent guest speaker at a meeting of the Lumberton Kiwanis Club was Wilbur D. Martin, Rocky Mount, a member of Pfizer's national Speakers Bureau. His subject was "Pharmaceutical Research: Its Performance and Its Promise for the Future."

Over 400 drug marketing representatives of Chas. Pfizer and Company, Inc. have been trained to handle speaking invitations from service clubs, women's groups, PTAs and other adult lay audiences. Among those recently trained by Pfizer are Henry L. Groome, Jr. of Greenville, James A. Long of High Point and Wilbur D. Martin (see news note above) of Rocky Mount.

A. H. Robins Promotes Bender

Ernest L. Bender, Jr., a native of New Bern and graduate of N. C. State University, has been promoted to assistant vice president for sales of the A. H. Robins Company.

Bender began as a MSR and served as a divisional and regional manager for Robins prior to becoming field sales manager at Richmond in August 1963.

Drug Research

Richard McCluney, Pfizer MSR, guest speaker at a recent meeting of the Salisbury Kiwanis Club, said, in part: "Recent findings about the chemistry of cell life and reproduction have stimulated a feeling that the drug industry is on the edge of pharmaceutical breakthroughs which will make its past discoveries look small."

Mr. McCluney, an alumnus of Belmont Abbey College, is a resident of Charlotte.

Parrish Joins Hicks Drug

After 26 years with Thompson's Pharmacy, Leland F. Parrish became associated with Hicks' Drug Company as assistant manager/pharmacist.

Mr. Parrish, alumnus of UNC School of Pharmacy, was a member of Phi Delta Chi fraternity. After graduating from the University he accepted a position in Wilson where he was employed for several years. In 1941 he went to Rocky Mount to begin his association with Thompson's Pharmacy. He was a former honorary member of Carolina Cotillion Club, is a member of the Rocky Mount Drug Club, and the First Methodist Church.

STANLEY KNIGHT SODA FOUNTAINS
AND FOOD SERVICE EQUIPMENT

SCOTSMAN ICE MACHINES

SLUSH MACHINES—MAKE 79% PROFIT
HIGH VOLUME SALES 12 MONTHS A YEAR
36 MONTHS TO PAY
WRITE FOR BROCHURE AND PRICE LIST

WE PAY THE FREIGHT

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251 CHARLOTTE, N. C. 28203

PHONE: (704) 332-8945

TMA Officers/Governors Meet

Meeting in Greensboro on October 22, the officers and members of the Board of Governors of The Traveling Men's Auxiliary took this action:

(1) Selected L. M. McCombs of Creedmoor as TMA Entertainment Chairman for the April 7-9, 1968 annual meeting of the NCPhA and Affiliated Auxiliaries.

(2) Allocated $1500 for the April 9 TMA-sponsored floor show and dance.

(3) Appointed William P. (Bill) Brewer as Golf Chairman. Green fees will be paid by Owens-Illinois Glass Company.

A proposal that the entertainment on Monday night and Tuesday night of the convention be jointly sponsored by the TMA and wholesale drug firms of North Carolina was not approved. Representatives of the wholesale drug firms did approve an arrangement whereby the entertainment on Monday night (April 8) would be under sponsorship of the North Carolina wholesale drug houses. An equitable dollar cost sharing plan will be worked out.

It was suggested the TMA establish a "TMA Foundation" to receive grants, gifts and contributions to be expended on pharmacy projects in North Carolina. Bill Brewer will report at annual TMA meeting.

It was pointed out the TMA Constitution and By-Laws was in need of revision. A committee will report its recommendations in Greensboro during the annual TMA meeting.

Hugh Sconyers, president of the TMA, presided at the meeting. Others present included W. H. Worley of Hickory, J. Floyd Goodrich and Harold Daniels of Durham, Tom Sanders and Forrest Matthews of Raleigh, C. H. Smith and Reuben Russell of Charlotte, William P. Brewer of Greensboro and W. J. Smith of Chapel Hill.

Your Recommendations Will Help

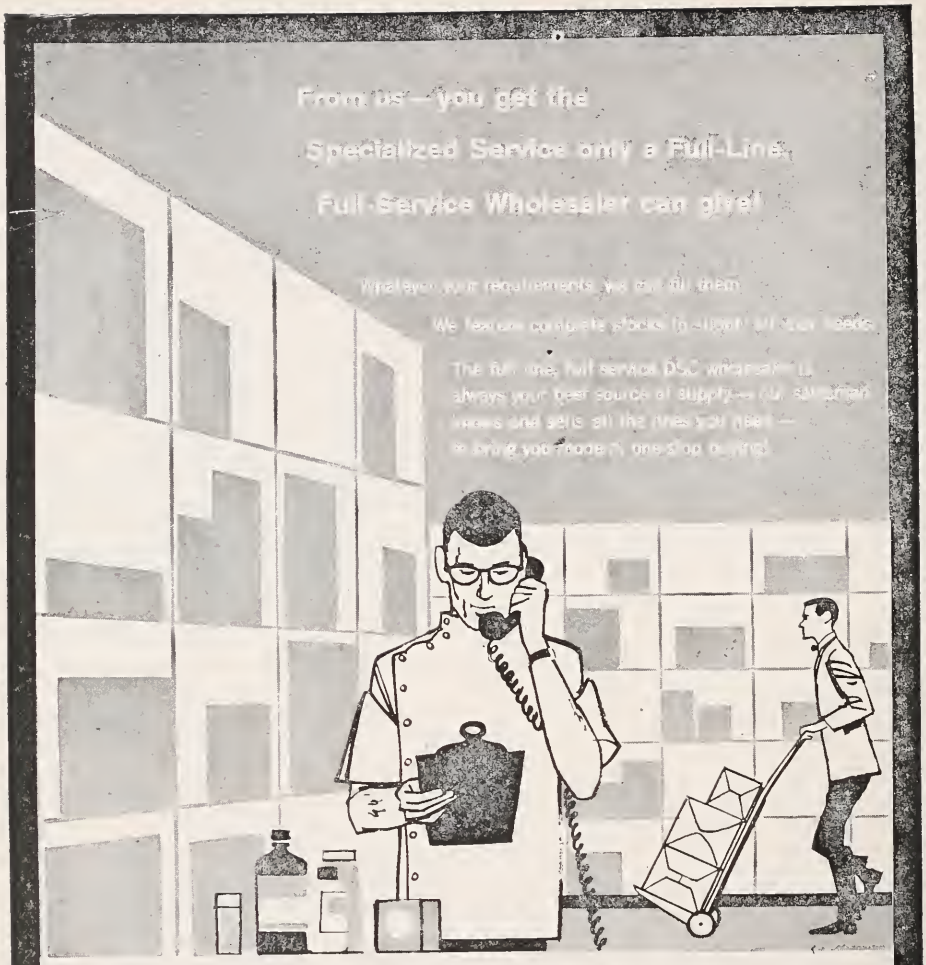
The TMA is giving consideration to initiating programs/projects for the benefit of North Carolina Pharmacy in addition to sponsoring the TMA Convention Party. At present, the TMA is limited to one project—convention entertainment, but some members in the organization feel the TMA should broaden its objectives.

While any change will necessitate a revision in the TMA By-Laws, the following committee members will welcome suggestions for potential TMA-sponsored projects/programs in the future. Mail your suggestions direct to one or all of these committee members: William P. Brewer, Box 22025, Greensboro, N. C. 27420; C. Harold Daniels, 211 W. Knox St., Durham, N. C. 27702.

When you make only fine candy... it makes sense to sell it through fine drug stores.

And that's just what we do.

Hollingsworth's
UNUSUAL CANDIES



BUY FROM GEER, WHERE SERVICE IS MORE THAN A WORD. THE HOUSE THAT IS DEPENDABLE, PROGRESSIVE, GIVES QUICK, COURTEOUS SERVICE.

THE GEER DRUG COMPANY

SERVICE WHOLESALE DRUGGIST

CHARLESTON, GREENVILLE, SPARTANBURG, S. C.

Oldest Drug Building In State?

A building now occupied by Purcell's Drug Store, Salisbury, is said to be the oldest building in the state used continuously as a drug store.

In 1844, James H. Ennis opened an apothecary shop which successively had owners: Dr. Sill, Dr. Adolphus Henderson (1858), Theo F. Kluttz (served as a congressman from 1885 until 1902), and Dr. John Whitehead (1915).

During the last days of the Civil War Gen. George Stoneman raided Salisbury in April, 1965, attempts were made to burn the building but faithful attendants extinguished the blaze and by so doing made possible the claim that this is the oldest drug building in North Carolina.

Bennett and Harwood Open A New Pharmacy In Albemarle

Donald L. Bennett, for the past 17 years pharmacist in Albemarle with Drug Centre, and George E. Harwood, who has been associated with Walker's Drug Store, Charlotte, as pharmacist for the past four years, are opening a new pharmacy—The Medical Pharmacy—in Albemarle.

Mr. Bennett is president and treasurer of the newly formed corporation and Mr. Harwood is vice president and secretary.

The new pharmacy will occupy part of a building which will house the offices of four doctors.

Pharmaceutical Interns—Pictured at a dinner given in their honor in Kinston by the Lenoir County Pharmaceutical Society. Left to right, front row: Jimmy Bryant, Bobbie Brewer, Georgeanne Farmer and Joey Edwards. Back row: Clyde Buchanan, Andy Tennille, Charles Pace and Steve Dedrick.

When policy decisions are made at Roche...
21 pharmacists are there.

They want to be. They work here.

You see, they are a strong right arm of the Roche management team. They advise and implement. They help to initiate basic policy. They function in every major department at Roche — Marketing Research, Advertising, Professional Services, the Law Department, Sales, Product Planning, Distribution and Institutional Services, Sales Manpower Development.

Why knowledgeable pharmacists in key decision spots?

When such a large share of our business is concerned with pharmacists, it's really good business to know what concerns them.

And who knows better than another pharmacist?

So in a very real sense, our pharmacists represent you at the policy-making table. As such, they keep in touch with your thinking. By listening, by traveling, by attending city, county and state pharmaceutical meetings and conventions . . . in other words, by being with you. This is why, at Roche, a good deal of company policy stems directly from your suggestions.

We listen.

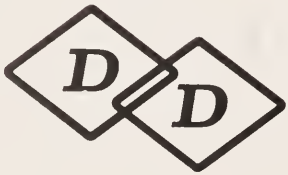
Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110

DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071



Curtis Pharmacy Sold

J. R. Curtis of Bessemer City, after opening and closing Curtis Pharmacy each day for business for the past thirty-five years, closed the door of his business as owner the last time on Thursday, August 31.

On September 1st, the new owner, William White Morris, assumed operation of the business.

Mr. Curtis, alumnus of UNC, moved to Bessemer City when he purchased the Horsley Drug Store. Along with his drug business, Mr. Curtis at one time operated the Western Union and collected local telephone bills.

Except for the few times he has been hospitalized, he has been on duty at his pharmacy every day, taking only an accumulated three weeks of broken vacation time.

Mr. Curtis says he is looking forward to playing golf and attending UNC ball games. After a vacation, he plans to do some relief work for Gaston County pharmacists.

Mr. Morris, the new owner, is also a UNC graduate. He completed a course in business administration prior to enrolling in the UNC School of Pharmacy. Before buying Curtis Pharmacy, he worked at Kennedy's of Gastonia, Suttle's in Shelby, and College Pharmacy at Rutherford College.

Colina—Guest Speaker at UNC Charlotte

Gilbert D. Colina, Chief Pharmacist at Mercy Hospital, Charlotte, was guest speaker at UNC-Charlotte on October 20. Subject: Pharmacy as a Career.

On September 31, Gilbert was one of the program participants at the University of Georgia Seminar, and later (October 10) appeared on a similar-type program at the University of South Carolina.

Brummitt Injured in Plane Crash

R. Elliot Brummitt of Chapel Hill was seriously injured when his plane crashed into an open field near the Henderson Airport. According to reports, he was alone in the plane when it crashed during a severe thunderstorm. The craft was demolished in the muddy field, with the engine hurled from the fuselage.

Mr. Brummitt operates Sutton's Drug Store of Chapel Hill and Rogers Drug Company of Durham.

Board Issues License to 35 Pharmacists

Thirty-five candidates for pharmacy license passed the N. C. Board of Pharmacy examination given at the Institute of Pharmacy and the UNC School of Pharmacy in September.

The newly licensed pharmacists are Susan Gretz Aycock, Wilson; Anthony Dwight Batts, Wallace; Edgar Lassiter Baugham, Graham; Robert Earl Baxley, Laurinburg; Mary Lynn McCranie Bell, Chapel Hill.

Rita Lee Bowman, Durham; Harrel Dean Bryan, Chapel Hill; John Russell Buchanan, Nashville; Stephen Wayne Cagle, Henderson; John Erastus Cameron, Kinston.

Worth Thomas Coble, Jr., Lumberton; Steven Monroe Freeman, Elkin; Mary Teague Fullwood, Chapel Hill; James Ray Hall, Chapel Hill; Charles Carl Hawkins, Asheville.

Charles Welcome Hite, Jr., Kings Mt.; Philip Howard Logan, Shelby; Robert Buford Lowe, Lenoir; James Spencer Matthews, Clinton; Lawrence Craig Meads, Greensboro.

Howard Mitchell Michael, High Point; Thomas Marion Moore, Wilmington; Jack Ledwell Morgan, Jr., Chapel Hill; Charles Earl Myers, Chapel Hill; Angela Carabateas Pharr, Harrisburg.

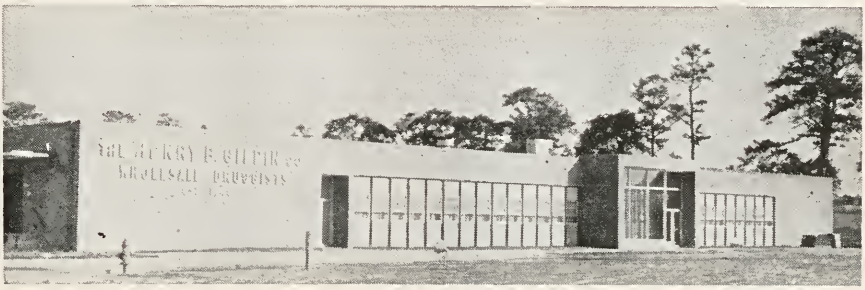
Larry Gene Rice, High Point, Margaret Elliott Shaw, Durham; John Bynum Taylor, Banner Elk; Charles Michael Whitehead, Asheboro; Robert Douglas Wilkerson, Charleston, S. C.

Berry Lynn Williams, Zebulon; Mark Oliver Williams, Morganton; Barbara Ann Willis, Charlotte; Man Ko Yim, Greensboro; David Marion Young, Hendersonville.

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington



Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

What's new from A.H.Robins?

The new look of Donnagel®

Donnagel's dependable formula has already sold itself: one part for diarrhea, one part for its discomforts, both in one good-tasting dose.

The new part is outside. The package is easy to reach, easy to read when it's in the handy new display pack. Dust and fingerprints can't touch the bottle because of each protective carton. And the new, cool mint-colored bottle hints at the pleasant taste that's inside.

Just a few more ways to help your customers see a good thing when they know one.

New Solid-State Robitussin-DM

Last year you sold almost two million bottles of Robitussin-DM liquid. Now it's portable, too. The name is Cough Calmers. Cough Calmers are the same as liquid Robitussin-DM except for the fact that your customers can now carry the same dependable formula anywhere they carry a cough. Stock up now. Have Cough Calmers ready to go where the action is during the cough and cold season—school, football and basketball games, the movies. You'll get action on your shelves!

P.S. Both products on deal through November 30—see your Robins representative.

A. H. Robins Company, Richmond, Virginia 23220 A·H·ROBINS

NEWS
from the local-sectional pharmaceutical societies

Northeastern

The Northeastern Carolina Pharmaceutical Society held its October 11th meeting at the Roanoke Country Club at Williamston. W. A. Clodfelter of Ahoskie is president of the organization.

Durham-Orange

Members of the Durham-Orange Pharmaceutical Association met October 24 at Blair House, Durham.

A progress report on the pharmacy essay contest now underway in Durham-Orange counties under sponsorship of the Association was given by the contest chairman, R. L. Billeter.

An illustrated program—"Community Mental Health—A Challenge to Pharmacy"—was presented by NCPhA Secretary W. J. Smith of Chapel Hill.

Dr. Jack Wier, president of DOPhA, presided at the meeting.

Greensboro Drug Club

The annual barbecue sponsored by the Greensboro Drug Club was held at the Fireman's Club, Greensboro, on October 20. More than 100 persons attended the event, including physicians and dentists who attended as guests of the club.

Forsyth

The Forsyth Pharmaceutical Society has as its officers for 1967-68 the following: President, Donald K. Chapman; 1st Vice-President, W. A. Simmons; 2nd Vice-President, J. D. Quick; 3rd Vice-President, Leland Bentley; Secretary-Treasurer, Homer Barnhart.

Wake County

The September meeting of the Wake County Pharmacy Association was held at College Inn Restaurant. Evelyn Williford, president, conducted the meeting.

H. C. McAllister, Secretary of the N. C. Board of Pharmacy, spoke on "Who Are We, and Where Are We Going?" and outlined many of the problems facing N. C. pharmacists.

Lee Werley, Assistant Dean of the UNC School of Pharmacy, spoke briefly.

Greensboro Society of Pharmacists

The August 31st meeting of the Greensboro Society of Pharacists was held at the Towne House Motor Lodge, with 23 members present. J. A. Ranzenhofer, president, conducted the meeting.

The Election of Officers, with the ballot as presented to the July 27th meeting and reported in the September Carolina Journal of Pharmacy, was held.

In the area of Community Health Services David D. Claytor gave a follow-up report, stating that forty pharmacies had expressed a desire to participate in the prescription program for a three-month period. Implementation expected to take place October 1, 1967.

The Program Committee Chairman, Dewayne Franzen, used as a topic of discussion the shortage of pharmacists in the Greensboro area. He threw out a proposal that there be a shortening or modifying of hours which a pharmacy would stay open. Discussion followed. However, in the final analysis it seemed that the individual store would continue to remain open throughout those hours which the pharmacy felt to be appropriate, and that the Society should not endeavor to propose or recommend hours of activity for any pharmacy.

Claude U. Paoloni, who had served as executive secretary-treasurer of the Society ever since its organization, was presented a plaque and a gift certificate. Mr. Paoloni has joined the staff of the UNC School of Pharmacy.

TAR HEEL DIGEST

Lincolnton—Jimmie Bowers received a service pin in recognition of his twenty-five years of service to Cornwell Drugs in a special ceremony.

Henderson—William H. Mast of Henderson Drug Company was named chairman of the annual Girl Scout fund drive in the Henderson-Vance County area.

Walnut Cove—Steve Harrison, owner/operator of Steve's Drug Store in Walnut Cove and Madison Drug Company in Madison, will move into the new De-Hart Building uptown in Walnut Cove.

Goldsboro—The Kerr Drug Company at Sunrise Shopping Center has been completely renovated and about 1,200 square feet of floor space added. The store is fully carpeted and has a new cosmetics department and a new prescription department.

Greensboro—Richardson-Merrell, Inc. announced it has acquired for cash all of the stock of Benzodent, Inc. and that Benzodent will now be sold through Richardson-Merrell's Vick Chemical Company Division.

West Jefferson—Roberts Drug Store has undergone complete remodeling with new fixtures throughout the pharmacy.

Cherryville—William E. Houser has been appointed to the Cherryville Board of Education to serve the remaining four years of a term vacated by James Robert Beam. Mr. Houser is co-owner and pharmacist at Medical Center Pharmacy.

Edenton—W. Herbert Hollowell, Jr. has been presented a diamond pin in recognition of his service while District Governor of Lions International during the 1966-67 year. His district had set new records in several aspects of Lion endeavors, and it was the first year of 100% projects participation by all clubs in his district.

Old Fort—A second pharmacy has opened in Old Fort—Mason's Pharmacy, owned and operated by James B. Mason. Mason is a graduate of Mars Hill College and the University of Georgia School of Pharmacy. He worked in Mars Hill and Bakersville before going to Old Fort.

Tryon—Owens Pharmacy has been undergoing a major remodeling and expansion program. They will occupy the entire building on Trade Street.

Hickory—Phil Swann of Ninth Avenue Pharmacy has been named one of the chairmen to head up the commercial division of the Greater Hickory United Fund Drive.

Haw River—Haw River Drug Company will double its floor space. Pharmacist Bob Coleman, who took over operation of the store in January 1963, says the store will have an area of 3,840 square feet.

Jacksonville—An all-electric award was presented to New River Pharmacy for their conversion to electricity, following their recent remodeling. To qualify for the award, a business organization must rely on electricity for heating, air conditioning, lighting, etc. Al Rachide accepted the award, presented by Jim Marshall, District Sales Manager for Carolina Power and Light.

Wendell—Saunders Pharmacy has moved to a new building, with more than double the amount of floor space. John Saunders practiced pharmacy in Raleigh before going to Wendell to operate Saunders Pharmacy.

Raleigh—Robert I. Cromley has been named chairman of the North Carolina Alcoholic Beverage Control Board by Governor Moore. Mr. Cromley had served on the board for two years.

Albemarle—Phillips Drug Company observed its 41st anniversary with a banquet honoring its staff and employees. Special guests were John Riley, Walgreen's district manager, and Neil Cashion, sales representative for the area. M. Brown Phillips operated a drug store in Norwood for 10 years before moving his business to Albemarle in 1936.

Raleigh—Banks Scudder of North Hills Pharmacy was given a service award at the annual North Hills merchants dinner consisting of a roll of quarters. It was awarded for his prompt filling of an order from a customer who asked that he charge a roll of quarters and to "please have it delivered."

Salisbury—Edwin R. Fuller was elected senior vice-president of the Salisbury Sales and Marketing Executives Club at the September banquet meeting.

Statesville—Fred Lowry, president of the Chamber of Commerce and owner of Lowry Drug Company, was the featured speaker at the September meeting of the Lutheran Men's group. He spoke on the Bible distribution of the Gideons.

Boone—Jim Furman (Univ. of Georgia, 1958) joins Wayne and O. K. Richardson and Joe Miller as owners of Boone Drug Company and King Street Pharmacy.

Durham—Thieves forced a rear door leading to the Don Booth Drug Company, broke open the store's safe, and made off with cash and narcotics. A quantity of merchandise was also taken in the robbery.

Hillsborough—The News of Orange County (October 19) lauded Pharmacist Allen Lloyd as being "One of Hillsborough's hardest working and dedicated citizens."

Wilson—Pharmacist H. Grady Thomas has filed as a Republican candidate for 15th District seat #1 in the N. C. House of Representatives.

Two NCPhA-Endorsed Insurance Plans Which Merit Member Participation

DISABILITY INCOME PROGRAM

BASIC PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Two Years

EXTENDED PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Five Years

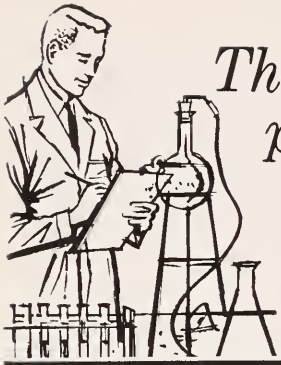
MAJOR MEDICAL EXPENSE PLAN

PLAN I: $12,000 Maximum Benefit including $16 Daily Room Limit
PLAN II: $18,000 Maximum Benefit including $24 Daily Room Limit

FOR DETAILS WRITE OR TELEPHONE

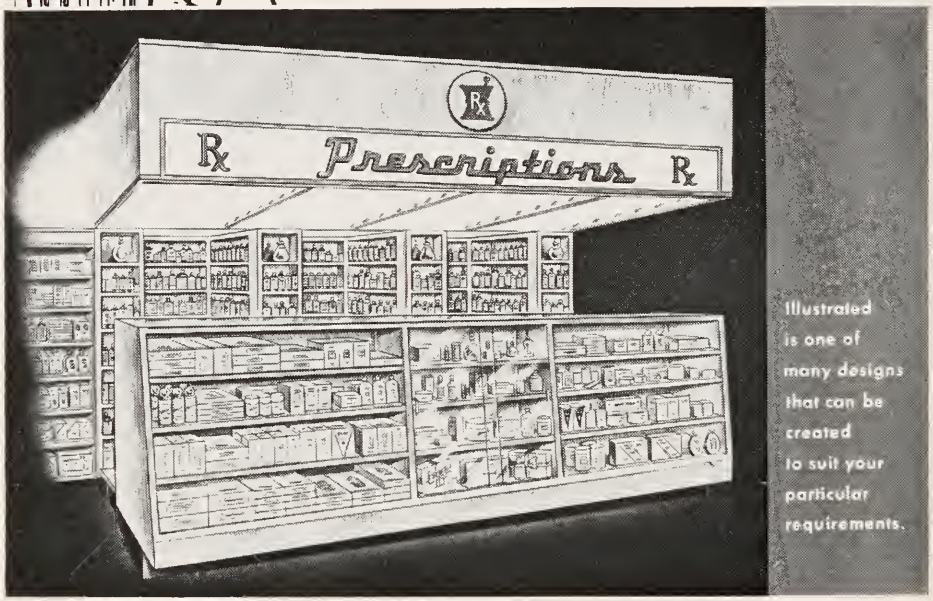
HOYT W. SHORE, C.L.U. and ASSOCIATES
205 South Church Street—Suite 303
Charlotte 2, North Carolina
Telephone: 333-1393

Washington National
INSURANCE COMPANY
EVANSTON, ILLINOIS



The right formula for your prescription department!

"KEY" DESIGNED LUMILITE Rx CANOPIES



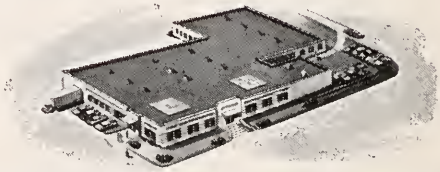
The prescription department is the professional center of your store and should dominate all other departments. Dramatic lighting found in "Key Lumilite Rx Canopies" focus the shopper's attention on your Rx department and at the same time provides excellent lighting for compounding your prescriptions.

Ask for our layout engineer services

Clip Coupon and Mail

We are planning to
☐ Expand ☐ Modernize ☐ Build New Store

Name.....
Firm Name.....
Street Address.....
City.....
State.....



GRANT E. KEY, INC.
Manufacturers
LYNCHBURG, VIRGINIA

INSTITUTIONAL PHARMACY PRACTICE

By
FRED M. ECKEL
(University of North Carolina, School of Pharmacy, Chapel Hill, North Carolina)
and
DONALD A. HOLLOWAY
(Assistant Director of Pharmacy, Duke Medical Hospital, Durham, North Carolina

Departmental Organization

That there is a need to improve the organization of many pharmacy departments as well as the workday of many pharmacists is apparent. Frequently one hears, "We don't have time to get our job done each day," or "we can't consider offering that service because we don't have enough time." The subject of organizing one's time was discussed in *Hospital Pharmacy Notes* for June, 1967. This was an excellent presentation and should be of interest to all pharmacists. "Is your desk piled high with invoices, letters to be answered, memorandums from other departments, and literature which you must somehow find time to read? Do you often feel that there just aren't enough hours in the day to get your current work done, let alone planning expansion or development of new services? Is your job managing you, or are you managing it? A great many pharmacists are finding themselves in the situation of wishing they might stop the clock for a week or two just to get caught up.

"If you are in this group, it might be well for you to consider a plan of departmental organization. It is a fallacy to say that only large departments need organization; even a one-man pharmacy can function more efficiently with clearly defined written plans and policies. In fact, one of the best ways to insure departmental growth is to organize a systematic scheme of operation.

"Anyone can organize his work and his working day, if he tries. It has been said that the basis of organizational planning is building a department around functions and duties rather than the services which your pharmacy must provide, with an estimate of the time required for each. Identify the major functions, such as filling ward or nursing station requisitions, inspecting floor stock, meeting with the Pharmacy and Therapeutics Committee, and preparing in-service training programs. Try to anticipate related functions and determine their place in the total picture of pharmacy operation; then determine who can do which jobs.

"The pharmacist who has little or no help is the one who needs most to plan his day. Time is his most valuable asset, and he ought to recognize this fact and plan his day to minimize waste or duplication of effort . . . In planning one's day, one should review each part of his job and allocate time to each on the basis of its over-all importance. This, then, will lead to budgeting of time and the subsequent development of an organized workday . . . In summary, if you want to be productive, progressive, and professional, have two organized plans: one for your departments operations and one for your own work."

The article also listed six steps to getting organized.

1. "Prepare an organizational chart for your pharmacy department, showing each position and the duties involved.
2. Establish the approximate amount of time usually required for each service.
3. Assign specific duties to appropriate qualified personnel.
4. Plan your own daily schedule as completely as you can.
5. Extend your daily schedule for one week.
6. At the end of a week, consider what you have accomplished and the time spent on it. Adjust your schedule for the next week to permit more efficient use of your time."

Observation confirms that many pharmacists could profit from these guidelines.

For eighty-two years

- - - - since 1885

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Price Cited For Service To Community

For more than a half century of devoted service to his profession and his community, Sam H. Price of Mooresville has been honored by the Mooresville Merchants Association.

An engraved plaque was presented to Pharmacist Price by the president of the Association, who, acting on behalf of the membership, cited Mr. Price's long and distinguished record of leadership and community service.

Mr. Price bought a half interest in Miller Drug Company in 1921 and nine years later, became sole owner of the pharmacy which he and his son, Sam, Jr., also a pharmacist, now operate.

The citation read, in part: "In his church, in his business, and in his civic services, Sam H. Price has proven himself a solid citizen."

Wake County

The October 3 meeting of the Wake County Pharmaceutical Association was held at the Milburnie Club, Raleigh, with 24 members present.

A committee was appointed to study a proposal which, if adopted, would provide for an annual award to be presented to the member who is designated as the outstanding member.

Discussed were (1) organized after-hour Rx service; (2) prescription fund; (3) and earlier closing hour; and (4) plans for the November 2 steak supper at the Wake County Shrine Club to be sponsored by W. H. King Drug Company. The doctors of the county will be guests.

Castor Oil Pumping Machine Attracts Attention of Oldsters

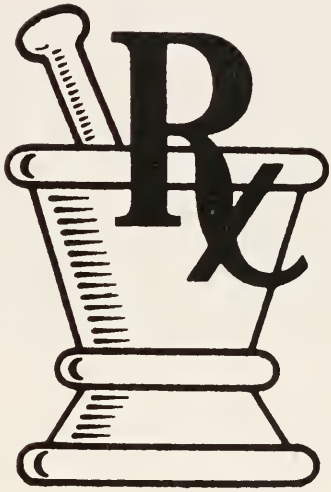
A castor oil pumping machine is attracting more than passing attention in Davidson at Parks Rexall Drug.

Allen Parks ran across the machine in the attic of the store, cleaned and polished it, and placed it on display. If your pharmacist license is dated prior to 1920, no further expanation is necessary; if dated later, you will be more familiar with laxatives which fizz or taste like chocolate or peppermint drops.

Davis Elected

William E. Davis has been elected a director of the Reidsville Chamber of Commerce, effective January 1, 1968.

Mr. Davis is president of Davis Pharmacy, a graduate of the UNC School of Pharmacy and has been in Reidsville for the past 11 years.



School of Pharmacy University of North Carolina Registration by 10 Year Periods

YEAR	REGISTRATION TOTAL
1897	17
1907	30
1917	26
1927	82
1937	109
1947	197
1957	253
1967	435

N. C. STATE DEPARTMENT OF PUBLIC WELFARE VENDOR PAYMENT DATA

	September		*July 1-September 30*		*October*	
	Claims	*Amount*	*Claims*	*Amount*	*Claims*	*Amount*
Inpatient	2,899	$ 515,661.19	11,228	$2,100,157.02	3,040	$ 543,753.00
Outpatient	3,063	40,716.92	10,823	148,830.52	3,060	37,283.00
Pharmacy	48,599	443,577.07	134,332	1,226,704.63	43,670	439,265.00
Dental	81	1,232.00	290	5,304.97	91	1,611.00
Total	54,642	$1,001,187.18	156,673	$3,480,997.14	49,861	$1,021,912.00

SMITH WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

UNC PHARMACY SCHOOL NOTES

Classes for the 1967-68 academic year started September 14th with the following enrollment figures: 67 in the class of '68; 99 in the class of '69; 145 in the class of '70; 124 in the class of '71. In addition to this total enrollment of 435, there are 20 graduate students. Of these there are 9 students in medicinal chemistry, 5 in pharmacy, and 6 in hospital pharmacy. About 120 prepharmacy students were reported. Women students in the undergraduate program number 109 or about 25% of the pharmacy classes.

Class officers for the 1967-68 year have been elected with the following results: Class of 1968—President, John Edgar Malone of Coats; Vice-President, Joseph Milton Rowe of Chapel Hill; Secretary-Treasurer, Felma Ruth Lynn of Kings Mountain. Class of 1969: President, Graham A. Patrick of Greensboro; Vice-President, Ronnie Lee Swaim of Boonville; Secretary-Treasurer, Pamela Allene McDaniel of Fort Lauderdale, Florida. Class of 1970: President, Joseph Albert Edwards of Kinston; Vice-President, Alfred Walter Best of Bessemer City; Secretary-Treasurer, Diana Lynn Stanton of New Bern. Class of 1971: President, Harry Vernon Gates of Mt. Airy; Vice-President, Ervin McKay Carroll of Smithfield; Secretary-Treasurer, Barbara Jean Garrison of Pinehurst.

The following undergraduate students received appointments as assistants in the teaching program of the School: Joseph H. Barrett, Mark A. Manship, Rodgers S. White, John W. Stancil, Janet L. Eakins, Judith M. Baucom, Janet M. Deal, L. Stanley Haywood, George W. Moore, John E. Malone, Kay E. Johnson, Pamela A. McDaniel, Patricia A. Owens, Richard G. Dameron, and Freda E. Howell as an alternate.

As a result of the action of the North Carolina General Assembly, an appropriation of $81,000 was granted for the completion of the air-conditioning system of Beard Hall.

Among those attending the meeting of District 3 of the NABP and AACP in Myrtle Beach, S. C., August 13-15 were Dr. William Hall and family, Dr. Fred T. Semeniuk and family, Dean George P. Hager and daughter Debby and son Andy. Dr. Semeniuk served on the resloutions committee and Dean Hager served as moderator on a panel discussion of "The Core Curriculum: Are Pharmacy Teachers Educating Their Students for the Job of the Future."

Assistant Dean Leroy D. Werley assumed his new duties for the 1967-68 academic year. Dean and Mrs. Werley and daughter Deborah reside on Halifax Avenue in Estes Hill, Chapel Hill.

Dr. L. H. Briggs, Professor of Chemistry at the University of Auckland in New Zealand, was a visitor at Beard Hall August 11-12. He is widely known for his research interests in the chemistry of plant and fungal products and biological transformations. Dr. Briggs is on sabbatical leave and will be associated with the Research Triangle Institute and also serve as a visiting professor at the School of Pharmacy.

Dr. Donald C. Brodie, Director of Pharmaceutical Services and Professor of Pharmacy and Pharmaceutical Chemistry at the University of California, was a visitor in Chapel Hill September 7-8. He met with the

faculty and was at a conference at the Institute of Pharmacy on the topic "The Emerging Patterns of Health Care Services."

Dr. Varro E. Tyler, Jr., Dean of the Purdue University College of Pharmacy, visited Chapel Hill and the UNC School of Pharmacy during the first week of August.

On September 21st, the School of Pharmacy was visited by a National Institutes of Health project site visit team in connection with a proposed predoctoral training grant in the area of medicinal chemistry.

David Newton, who is conducting the program cost study in schools of pharmacy for the American Association of Colleges of Pharmacy, visited the School September 26th. The UNC School of Pharmacy and Medical College of Virginia conducted their program cost studies last year as pilot studies for the work now being done by the AACP.

Dr. Claude Piantadosi, Dr. C. J. Cavallito, and Dr. Monroe E. Wall attended the American Chemical Society meeting in Chicago during the week of September 10.

Dean George Hager spoke to the Cape Fear Pharmaceutical Society in Fayetteville at the ladies night meeting September 27th. Mrs. Hager and the W. J. Smiths were special guests.

Dr. Harvey Smith, Director of the Social Research Section of the Division of Health Affairs, Secretary H. C. McAllister of the N. C. Board of Pharmacy and Dean George P. Hager attended a *Conference on Subprofessional Manpower in Pharmacy* in Washington on September 20th. The conference was convened by the American Pharmaceutical Association and was attended by community pharmacists, hospital pharmacists, pharmaceutical educators, and representatives of 15 pharmaceutical societies.

Professor Fred M. Eckel spoke on *Drug Distribution Systems and Drug Information Sources* at the seminar on Pharmacological Aspects of Nursing held at the University of Georgia September 16-17. He discussed *Safety Practices in Drug Handling* at the Lee County Hospital September 21st. On September 25th he discussed *Contractual Arrangements for the Pharmacist* at the Mid-Americas Nursing Home Convention in Chicago. He participated in the second cadre conference of the ASHP-NPC traineeship program in Miami Beach September 26-28.

Dean George P. Hager was recently appointed as a National Civilian Consultant in Pharmacy to the Surgeon General, USAF Medical Service. This is a first for the A.F. and a first for the School of Pharmacy.

On September 25th a meeting of the officers of the Student Branches of the NCPhA and APhA together with other student leaders and members of the UNC School of Pharmacy faculty was held to plan a program for informing the University students and faculty about the drug abuse problem. William Connelly of Smith Kline & French Laboratories also attended and told the group of other programs of this type on other campuses.

During National Pharmacy Week four of the student organizations responded to the opportunity to focus attention upon the profession by placing displays in the School. The following organizations participated: The Student Branches of NCPhA and APhA, Kappa Epsilon Sorority, Kappa Psi Fraternity, and Phi Delta Chi Fraternity.

A trust fund designated as The Warren Winslow Horne and Henry Ruffin Horne Memorial Scholarship Fund has been established at the University as a result of a bequest of the late Mrs. May Daingerfield Horne. Mrs. Horne's will provides the following: "I give, devise and bequeath to the University of North Carolina, the sum of $10,000 for establishing a scholarship in loving memory of Warren Winslow Horne and Henry Ruffin Horne, his father, to be invested as the University thinks best and the income from said investment to be granted by the University to a pharmacy student who, in the discretion of the University, has a good scholastic standing, a high sense of honor, high ideals, a love of pharmacy, and who has not sufficient funds with which to gain his education." Warren Winslow Horne was the husband of Mrs. Horne and Henry Ruffin Horne was her father-in-law. According to Miss Alice Noble, the Horne Drug Company of Fayetteville is one of the oldest if not the oldest drug store in North Carolina which is still operated by the original family. Ruffin

Horne II, a graduate of UNC, is now the owner.

With the fall term a new course was offered at the School of Pharmacy to Hospital Pharmacy graduate students. The course entitled *Hospital Pharmacy and the Hospital Organization* is timely and much needed instruction for promoting the interdisciplinary contracts required in the efficient management of institutional pharmacy services. Fred Eckel, Instructor in Hospital Pharmacy, has submitted the proposed course syllubus.

August 26th was a special day for the faculty of the School of Pharmacy. On that day Priscilla Hager, daughter of Dean and Mrs. Hager, was married to Donald McLeod, 1966 graduate of the UNC School of Pharmacy. Also on August 26th, Hermon O. Thompson, Jr., son of Professor and Mrs. Thompson, fourth-year medical student at the University, was married to Miss Jacqueline Ruth Darby of Rock Hill, S. C. She is a cytotechnologist in the Pathology Department of the University.

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION (ACT OF OCTOBER 23, 1962); SECTION 4369, TITLE 39, UNITED STATES CODE

Carolina Journal of Pharmacy, published monthly at Chapel Hill, North Carolina.

Publisher: The N. C. Pharmaceutical Association, 109 Church Street, Chapel Hill, N. C. Editor, Managing Editor, and Business Manager; W. J. Smith, 109 Church Street, Chapel Hill, North Carolina.

Owner: N. C. Pharmaceutical Association, 109 Church Street, Chapel Hill, North Carolina.

Known Bondholders, Mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: None.

Average number copies each issued during preceding 12 months: Total No. Copies printed, 2,300. Circulation: Subscriptions by mail, 1,853; Subscriptions by carrier, 228; Average total paid circulation 2,081; Free distribution 110; Office use, left over unaccounted, etc., 109. Total copies, 2,300.

Single issue nearest to filing date: No. copies printed 2,300; Subscriptions by mail 1,901; by carrier 176; total paid circulation 2,077; free distribution 113; office-use, left-over, unaccounted, etc., 110; total copies 2,300.

I certify that the statements made by me above are correct and complete.

S/S W. J. SMITH
Editor, Business Manager

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

Mrs. Mattie Smith Gardner

Charlotte Auxiliary Presents Life Membership to Mrs. Gardner

Twenty-two members and three prospective members attended the September meeting of the Charlotte Auxiliary, held at the Catawba Colony, with Mrs. Joe Monroe serving as hostess. The prospective members were Mrs. Charles Jarrett, Mrs. Robert Lewis, and Mrs. J. A. McBryde. Mrs. Charles Smith presided at the business session.

Mrs. Mattie Smith Gardner was presented a Life Membership in the Auxiliary, as a mark of appreciation for her 28 years of faithful service to the organization.

Mrs. Gardner, member of the 1923 class of the UNC School of Pharmacy, was the 6th woman pharmacist. A native of Union County, she first worked at Sterling Drug Company with J. P. Stowe; she remained there eleven years. She then worked at Lisk Drug Company four years, and did relief work for Sterling Drug for several years. In 1933 she was married to William Kirksey Gardner, who died in 1958.

In addition to being an officer in the Charlotte Auxiliary, serving as secretary, then vice-president, then president, she has done relief work is several pharmacies of Charlotte, Belmont, and Kannapolis.

Mrs. Gardner is now recuperating from a recent illness, but expects to get back to her favorite hobby—Pharmacy. She resides at 1942 Maryland Avenue, Charlotte.

Mrs. R. H. Spurrier

Typical of the editorials which appeared during national pharmacy week.

Our Local Pharmacists

Our local pharmacists are far too often taken for granted. October 1-7 is National Pharmacy week. This is a good time to stop by one's favorite pharmacy, or any such location is Eden, and say "thank you" to one of these dedicated, educated servants who guard our health.

The road to becoming a pharmacist is a rought one and the state examination is equally difficult. The job doesn't end here.

The pharmacist must continue to have his fingers on the pulse of medicine as it makes great strides. He must keep abreast of developments and he must make sure he fills the right prescriptions for the right people.

If one will but notice he will find the pharmacist is a budding community leader, if he is a young man, or a quiet, positive influence for community betterment, if he is an older person.

No longer do the people ridicule the pharmacist by calling him "a pill pusher." They still call him, "doc." Why not? After all he is the advisor to millions who seek his advice for those minor aches, pains, sneezes, wheezes and itches that plague the people.

So, hats off to the local pharmacists in their week of recognition and a big, loud, "thank you, gentlemen," for the fact they protect our health and are good fellows at the same time.

From the Leaksville, N. C. News, Sept. 27, 1967.

NCPhA Convention Greensboro April 7-8-9, 1968

DOINGS

OF THE AUXILIARIES

- **Charlotte—Mrs. R. H. Spurrier**
- **Greensboro—Mrs. W. S. Dukes**
- **Durham—Mrs. Hunter Kelly**
- **Raleigh—Mrs. L. D. Morse, Jr.**
- **Rowan-Davie—Mrs. Robert Hall**
- **Winston-Salem—Mrs. Paul Kirkman**

Charlotte

The October meeting of the Charlotte Woman's Auxiliary was held at the YWCA with Mrs. C. H. Smith, President, presiding.

Mrs. D. L. Smith gave the devotional and Mrs. H. L. Bizzell, first vice-president and program chairman, introduced John G. Ryan, vice-president of Southern Bell Telephone Company, who spoke on foreign affairs.

Mrs. H. E. McGinn, decorations chairman, had carried out the theme of the program. Mrs. Bland Robinson used place cards and name tags in the shape of telephones.

Mrs. Smith was invited to attend a meeting September 19 with Mecklenburg Pharmaceutical Society members. Accompanying her were Mrs. Leo E. Chorn, Mrs. Thomas Williams, Mrs. W. K. Gardner, and Mrs. H. L. Bizzell.

During the business session Mrs. Bland Robinson was elected Historian of the Auxiliary; a nominating committee composed of Mrs. Gilbert Colina, Mrs. F. D. Van Sickle, and Mrs. W. K. Gardner was appointed; Mrs. P. W. Kendall reported for the Education Committee when she read letters from the Charlotte Auxiliary Scholarship recipients.

Year books were presented to the members. Mrs. John G. McEvoy, Jr. conducted the awarding of the door prizes.

Mrs. R. H. Spurrier

Greensboro

The Greensboro Drug Club Auxiliary began its year with a luncheon meeting at the Greensboro Country Club. Hostesses were Mrs. W. P. Brewer, Mrs. R. D. Farrell, and Mrs. G. G. Buchanan.

After the invocation by Mrs. A. H. Mebane, Mrs. Dave Montgomery introduced the speaker, Dr. Claude Chauvigne, instructor of Judo.

The business portion of the meeting was conducted by the president, Mrs. J. M. Egbert. A new member, Mrs. Edwin H. Meade, was recognized, and Mrs. Wallace A. Sigmon, an inactive member, was welcomed back. Visitors included Mrs. W. Clark Doggett, Mrs. John E. Southam, Mrs. George H. Edmonds, Mrs. D. Donald Cashion, and Mrs. Burl B. Hull.

Mrs. C. C. Graham reported that Tom Fulton had been recommended by Dean Hager to continue receiving the Auxiliary's scholarship.

The President thanked Mrs. J. A. Ranzenhofer for the yearbooks; Mrs. D. C. Bracker for a most delightful and successful past-presidents' coffee; and Mrs. D. C. Dowdy for filling of ditty bags for the Red Cross.

Dr. Chauvigne, the speaker, won the door prize.

Durham

Mrs. Hunter Kelly was hostess for the October meeting of the Mortar and Pestle Club of Durham.

Mrs. Floyd Goodrich installed officers for the new year: Mrs. B. W. Spencer, President; Mrs. W. P. Wells, Vice-President; Mrs. Hunter Kelly, Secretary; Mrs. Ivey McDaniel, Treasurer; Mrs. F. A. Stovall, Historian.

Plans were made for the November meeting to be held at the home of Mrs. Goodrich.

Jones to Manage Bissette's Wilson Store

Thomas H. Jones has been appointed manager of Bissette's Drug Store, Wilson.

A native of Kenly, Jones has been associated with Bissette for the past three years.

He is a graduate of the UNC School of Pharmacy, and active in the Toastmaster's Club, the Jaycees and the Wilson Drug Club.

Raleigh Club Changes Name

After twenty-seven years the Raleigh Woman's Drug Club voted to change its name to *The Raleigh Woman's Pharmaceutical Auxiliary.*

The October 5th meeting, at which this decision was made, was held at the home of Mrs. Homer Starling.

Plans were made for publishing a new loose leaf year book.

Mrs. L. D. Morse, Jr.

Rowan-Davie

September

The September meeting of the Rowan-Davie Auxiliary was held at the Salisbury Country Club with Mrs. Charl Sanders presiding.

The devotional entitled *The Friendship Window* was presented by Mrs. O. D. Holshouser.

New members, welcomed and introduced by Mrs. Robert Brunson, were Mrs. Ed Showfety, Mrs. C. Thomas Hosea, and Mrs. Charles Church.

Mrs. George Albright, program chairman, suggested that this be a year of getting better acquainted, with formal programs not being prearranged. The theme "Year of Adventure" was proposed.

The draw prize was won by Mrs. Vance McGugan of Mocksville.

October

The story of Crossnore School was presented by film and commentary to the Rowan-Davie Drug Auxiliary at the October 18th business luncheon. Showing the film and telling the story was R. E. Hoyle of Cooleemee. Crossnore is supported mainly by gifts from a host of generous friends. Children form varied home backgrounds come to Crossnore, many from broken homes. The costs for keeping the children exceed by far the amount which is charged, for many can pay little or nothing. In addition to cash gifts and scholarships, two other sources of income for the school were mentioned—the Sale Store and "Homespun House," where the old pioneer craft of hand weaving is done.

The Auxiliary's devotional entitled *The Merciful Person is Fortunate* was presented by Mrs. Robert Brunson.

Members voted, as a project, to send gifts to Crossnore for the annual Christmas party, for children in grades one through twelve; to send good used clothing to the Sale Store; and to lend support in other ways.

Hostesses for the meeting were Mrs. M. H. Hoyle and Mrs. R. E. Hoyle. Mrs. Bobby Lindsay won the hostess jackpot.

Winston-Salem

September Meeting

The Apothecary Club held its September meeting at the home of Mrs. James Sitison. A covered dish patio supper preceded the business session. Mrs. Sitison presided at the meeting.

Mrs. Donald Chapman, social chairman, reported on coming activities including the possibility of holding the December meeting at the Barn Theater or at the Showboat. It was announced that the February meeting would again be a bridge benefit, with Mrs. Terre Smith, chairman.

Mrs. Robert Jackson, program chairman, told of plans for other meetings: October—a Welfare Department employee; November—Mark Freeman, head of *Experiment in Self-Reliance*; January—Bob Hitchcock, head of Better Business Bureau; March—Leslie Myers, Speaker and Robert B. Hall to tell of the student loan funds; April—to be announced; May—a dinner meeting.

Following the business session, Mrs. W. G. Forrest, state auxiliary president, spoke on services the club could provide to the community.

October Meeting

The October meeting of the Apothecary Club was held at the home of Mrs. Roger Sloop in Rural Hall. Mrs. Moody from the Forsyth County Welfare Department used slides to illustrate her discussion of the Department's many programs.

Refreshments were served from a table decorated for Hallowe'en by the hostesses, Mrs. Roger Sloop and Mrs. A. C. Dollar.

Roche Laboratories Has A Fair/Sensible Return Goods Policy

Roche Laboratories is to be commended for instituting a fair "Return Goods Policy" which represents an effective answer to a problem which is not an easy one for manufacturer, wholesaler or pharmacist.

Public Relations-wise, Roche Laboratories is moving up fast. And much of the credit goes to Robert E. (Bob) Abrams, Roche's Director of Distribution and Institutional Sales Development. It takes a pharmacist, like Bob, who sees both sides of the coin, to come up with a sensible return goods policy like this one by Roche Laboratories:

1. Pharmacists can return merchandise to the wholesaler or directly to Roche Laboratories, depending on the source from which they purchase the Roche items.
2. In both cases, credit will be extended:
   a. For all outdated or discontinued Roche items either in *complete* or *partial* containers on a pro-rata basis.
   b. For all unopened Roche items currently in the line and listed on the current catalogue.
   c. For Roche items which appear old, deteriorated or otherwise unsalable. Partial containers to be credited on a pro-rata basis.
3. No prior authorization for returns except narcotics is required. To facilitate handling, returns being directed to the wholesaler should comply with the individual wholesaler's method of returning merchandise. Returns to Roche should be accompanied by a Return Goods Form which is available from the Roche branch or Roche salesman.
4. Postage and Feight
   Roche Laboratories will reimburse postage or feight charges on return goods packages requesting only that the most economical method for returning merchandise be utilized. Returns made on a C.O.D. basis will not be accepted.
5. Firmly believing that the pharmacist should be able to return merchandise to the source from which purchased, Roche Laboratories pays a Return Service Allowance to its wholesale accounts for processing such returns.

Tyson Closes Rx Department

For reasons of health, W. B. Tyson, operator of Tyson's Drug Center, Goldsboro, has closed the Center's prescription department. The Rx files have been transferred to H. L. Hicks Drug Company.

The Center will continue in operation as a restaurant and cash and carry operation until the current lease expires on December 31.

Tyson came to Rocky Mount in 1932 to work at Hicks Drug Store. Later he was a sales representative for two years with a pharmaceutical house, then spent five years in the Army.

Upon his discharge, he bought the Standard Pharmacy and then opened the present Drug Center three years ago.

Al Jenkins, left, A. H. Robins MSR, and Charles D. Blanton, Jr., right, present The Robins' Bowl of Hygeia plaque to Whitaker Moose of Mount Pleasant.

Births

Mr. and Mrs. Kader Ramsey are announcing the birth of their third child, Mary Margaret, who was born August 5th. Both Mr. and Mrs. Ramsey are pharmacists, and graduates of UNC School of Pharmacy. Mr. Ramsey is with Bristow Drug Company of Rockingham and Mrs. Ramsey (Margaret Patterson) works part-time.

Mr. and Mrs. Robert W. Edwards, Jr. announce the birth of a daughter, Rebecca Cris, August 21. Mr. Edwards, a member of the 1964 class of the UNC School of Pharmacy, is with Kerr Drugs of Goldsboro.

Mr. and Mrs. Robert L. Gordon announce the birth of a son, Vernon Paul, on September 7. Mr. Gordon is associated with Ashworth Drugs, Inc. The Gordons have two other children. They reside at 404 Willowbrook Drive, Cary.

Mr. and Mrs. L. J. Merritt are announcing the birth of their first child—a son, Patrick Marshall. Mr. Merritt, member of the 1964 class of the UNC School of Pharmacy, is with Catawba Pharmacy of Belmont. The baby was born September 7.

September 13th was the birth date of Lillianne McDonald, daughter of *Mr. and Mrs. E. J. McDonald, Sr.* of Reidsville. Mr. McDonald, member of the 1960 class of the UNC School of Pharmacy, is with Mann Drug Stores. The McDonalds also have two sons.

Mr. and Mrs. Walter Harold Lasater of Burlington announce the birth of a son, Shannon Lee, on September 15th. Mr. Lasater, member of the UNC School of Pharmacy class of 1961, is with Griffin's Pharmacy.

A daughter, Carol Suzanne, was born September 16th to *Mr. and Mrs. Charles E. Evans, Jr.* of Lake Waccamaw. Mr. Evans, member of the 1964 class of UNC School of Pharmacy, is with Columbus Drug Store of Whiteville.

Mr. and Mrs. William G. Thames of Hope Mills, announce the birth of a son, Earl David, on September 17th. Mr. Thames, member of the 1962 class of the UNC School of Pharmacy, operates Professional Drug Company of Fayetteville.

Mr. and Mrs. Frank Yarborough announce the birth of a son, Frank Flowers Yarborough, Jr., August 13 at Duke University Hospital. The father is a member of the 1961 class of the UNC School of Pharmacy, and is owner/operator of Melvin's Pharmacy, Hillsborough Street, Raleigh.

Marriages

Miss Mary Gray Teague, member of the 1967 class of the UNC School of Pharmacy, and James Roy Fullwood of Jacksonville, were married August 20 in Snyder Memorial Baptist Church of Fayetteville. The Fullwoods are living in Chapel Hill where he is in his last year at UNC Law School.

William P. Horne, Jr., 1967 graduate of UNC School of Pharmacy, and Miss Mary Florence Vetter were married August 27 in the First Methodist Church of Hamlet. Mr. Mabry is with Mabry's Drug Company of that city.

William F. Mann, Jr. and Miss Wanda Louis Steele of Salisbury were married September 3 in the South River Methodist Church of Woodleaf. Mr. Mann received his pharmacy degree from the University of South Carolina and was employed by Craft's Drugs, Spartanburg, S. C. before becoming associated with Medical Centre Pharmacy of Statesville.

Deaths

WILLIAM O. SMITH

William O. Smith, born October 12, 1892, died in West Palm Beach, Florida on August 28.

Mr. Smith attended the UNC School of Pharmacy (1911-12) and was licensed to practice pharmacy in 1912. He operated pharmacies in Raleigh and Durham and prior to retirement to Florida some years ago, he was associated with a pharmacy in Glenburnie, Maryland.

J. C. BUTT

Justus Cramer Butt, 49, of South Mills, died October 19th, following a short illness.

A native of Perquimans County, he had lived in South Mills for the past four years, working as a pharmacist at Todd's Pharmacy, Elizabeth City.

He was a graduate of Wake Forest College and the Medical College of South Carolina. He was a retired commander in the U. S. Navy. Survivors include his wife, Mrs. Merl Zeagler Butt, his father, and one son.

BERNARD CLEVELAND SHEFFIELD, JR.

Bernard C. "Bill" Sheffield, Jr., Warsaw pharmacist, died suddenly at his home August 30 of an apparent heart attack. He had not been in ill health prior to the fatal attack. Funeral services were conducted in the Warsaw Presbyterian Church and interment was in Pinecrest cemetery.

Mr. Sheffield operated the Warsaw Drug Company. He was a deacon in the Presbyterian Church, a Rotarian, former city commissioner, on the board of directors of Branch Bank & Trust Company, a veteran of World War II, and member of Duplin Country club.

Surviving are his wife, the former Jane Williams of Clinton; one son, B. C. "Barney" III and a daughter, Patsy of the home; his mother and one brother.

HARRY PAUL JOHNSON

Harry Paul Johnson, who had been associated for the past five years with Macfie Drug Store in Brevard, died August 24 after a brief illness.

A native of Kingman, Indiana and a graduate of Purdue University, he had practiced pharmacy in Indiana and, Florida, as well as North Carolina. Burial was in Covington, Indiana.

EMMETT O. CHANDLER

E. O. (Pete) Chandler, 62, of Leaksville, died September 6 at Morehead Memorial Hospital where he had been a patient six weeks. He had been ill five months.

Mr. Chandler, a co-owner of Chandler Drug Stores, was born in Halifax County, Va. He was a graduate of Medical College of Virginia and had been in Leaksville 37 years. He was a member of the Leaksville Methodist Church, a former city councilman, charter member of the Leaksville-Spray Lions Club, and chairman of the board of the Rockingham County Health Department. Survivors include his wife, his mother, five brothers, and one sister.

ROBERT TIMOTHY BRITT

R. T. Britt, 41, pharmacist at Eckerd's-Gateway of Raleigh, died September 28th. Mr. Britt was a member of the 1952 class of the UNC School of Pharmacy. He worked in Wilmington and Greensboro before moving back to his native city of Raleigh.

THOMAS PHILLIP LLOYD

T. Phillip Lloyd, 76, a former Chapel Hill pharmacist, died October 23 at Veterans Hospital, Durham, after a short illness.

A native of Orange County and a graduate of the UNC School of Pharmacy, he operated a pharmacy in Chapel Hill before retiring. Later he worked at Pleasants Drug Store of Louisburg.

A. S. CASSEL

A Sam Cassel, 75, of Moravian Falls, died November 6 at his home.

Licensed in 1914, Mr. Cassel operated Wilkes Drug Company, North Wilkesboro, for a number of years. He served as pharmacist for the North Carolina Prison Department for more than 18 years.

B. S. GOODE

Bagwell Sutton Goode, 66, Statesville pharmacist, died in Charlotte Memorial Hospital on October 8.

A graduate of the UNC School of Pharmacy, Mr. Goode was employed by Mann Drug Store of High Point for 20 years prior to locating in Statesville, where he was employed by Holmes Drug Store and Statesville Drug Company.

R. F. COPPEDGE, SR.

Raymond Franklin Coppedge, 64, operator of Northland Drug Store, Asheville, with his son, Raymond F. Coppedge, Jr., died October 18 after a long illness.

Mr. Coppedge operated the Asheville Pharmacy from 1927 to 1961 when Northland Drug Store was established.

FRANK E. HOEY

Frank Earnest Hoey, 73, operator of the Cleveland Drug Company, Shelby, for many years, died October 15.

Mr. Hoey retired in 1965.

W. R. NOWELL

William Robert Nowell, Jr., 49 owner/operator of Nowell's Drug Store, Wendell, since 1945, died October 14.

Attend Nard Meeting In Texas

Charles D. Blanton, Jr. of Kings Mountain and George Edmonds of Greensboro attended the 1967 convention of the NARD (Houston, Texas, October 29-November 2) as voting delegates of the NCPhA.

Mr. Blanton served as a member of the nominating committee and Mr. Edmonds was assigned to the committee on resolutions.

Dean Hager of the UNC School of Pharmacy was a guest speaker. During the coming year, Mr. Blanton will serve as president of The Dixie Sunrisers (meets annually at NARD conventions) and Mrs. W. J. Smith, secretary.

Other North Carolinians in attendance at the meeting included Mr. and Mrs. B. Cade Brooks of Fayetteville, Mr. and Mrs. Hoy A. Moose of Mount Pleasant, Mrs. Helen Blanton of Kings Mountain, Mr. Jesse Pike and his mother of Concord, Mrs. John Mitchener of Edenton and Mr. and Mrs. B. D. Arnold of Raleigh.

The Arnolds and The Brooks joined a post-convention group who visited Mexico City, Taxco and Acapulco, including a meeting with Mexico pharmacists, drug wholesalers and other industry representatives.

Pathways To Better Health

Dr. George P. Hager, Dean of the School of Pharmacy, University of North Carolina, was the keynote speaker at the NCPhA-sponsored one-day conference—"Pathways to Better Health"—in Asheville on October 11.

Other speakers appearing on the program included Donald J. Miller of Morganton, B. Cade Brooks of Fayetteville, Henry Leigh of Waynesville, Jacqueline Womble of Asheville, Thomas Earl Cobb of Salisbury, H. C. McAllister and W. J. Smith of Chapel Hill.

Edwin F. Smith, field representative of the American Medical Political Action Committee, and Dr. Cosgrove of Hendersonville, president of MEDPAC, discussed AMPAC/MEDPAC affiliation with members of the NCPhA executive committee.

Papers presented during the conference will be published in THE CAROLINA JOURNAL OF PHARMACY.

Jim Harrison, one of the pharmacists who attended the conference, gives his impressions of the 1-day meeting (see Jimson Weeds, page 14).

Eckerd Sales Up 25%

Eckerd Drugs, Inc., Charlotte, North Carolina again shows new sales and earnings records for the 26-week period ended September 30, 1967. Sales were $22,959,000, a 25% increase over the $18,366,000 registered in the previous yearly period. Earnings were $829,000, up 24% over the same period. After provisions for preferred stock dividends, earnings available on the common stock were 72 cents per share compared with the 58 cents per share last year.

Eight new stores were put in operation during the six-months period and all pre-opening expenses were absorbed. Eckerd's took over the operation of the 13-store Albright & Wood chain of Mobile, Alabama on October 1, 1967 and two additional stores were opened this week in Salisbury, North Carolina and Savannah, Georgia. These new additions will add to sales but it is not anticipated that any profits will be realized from the newly acquired stores during the current fiscal year.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

FOR SALE—Trademarked foot preparation. Painless and stainless fungicide and keratolytic solution. FDA approval and numerous testimonials by users and physicians. Three-color display carton plates included and label printing plates. Business Brokers of the South, 1018 Brookstown Avenue, Winston-Salem, N. C. 27101. Phone 723-4710.

FOR SALE—Trademarked products and patent medicine businesses. Laxatives, dermmatologicals, mail order operation, veterinary products company. Prices $3500 to $450,000. Ideal for operation by a pharmacist. Business brokers of the South, 1018 Brookstown Avenue, Winston-Salem, N. C. 27101. Phone 723-4710.

PHARMACIST—Available for fall and winter relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, North Carolina. Tel. (919) 286-1192.

PHARMACIST NEEDED—Above average salary. 45 hour work week. No Sunday work. Paid 2 week vacation. Hospitalization. 5 paid holidays. No night work. All replies confidential. Write or call: Johnnie L. Rummage, Drug Centre, Inc., 121 North First Street, Albemarle, N. C. 28001. Phone 982-9159.

Source of O. Henry's Pen Name?

Baltimore attorney Paul Clarkson, an O. Henry expert, maintains that the origin of the O. Henry pen name, used by William Sydney Porter, relates directly to drugs.

At one time, Porter worked in his uncle's Greensboro drug store.

Clarkson's theory is that Porter most likely adopted his pen name from that of the French physician, Etienne O. Henry, who is frequently cited in the U. S. Dispensatory, which Porter used during his tenure as a pharmacist.

In support of his belief, Clarkson says he checked all 260 O. Henry pieces and found about 50 different drugs mentioned in some 26 stories.

In most of the Dispensatory articles on these particular drugs, he says Dr. E. O. Henry is referred to. Clarkson thinks that is more than coincidence.

O. Henry was a charter member of the North Carolina Pharmaceutical Association.

Hendersonville—The city's first post office sub-station has been opened in South-center Rexall Drug Store.

Gastonia—Kermit Hill, former manager of Eckerd's Drug Store in Dixie Village, has been employed as ABC manager by the Gastonia Alcoholic Beverage Control Board.

Zebulon—A nurse on duty at a nearby hospital notified police of an attempted break-in at Vinson's Pharmacy. One man, John C. Godwin of Gastonia, was caught hiding in a bean patch near the pharmacy, and police are searching for another man involved in the attempted robbery.

Are you using an old accounts receivable system or one that is not up to date?

We would like to discuss with you our plan for keeping your receivables, it's called

TIP TOP*

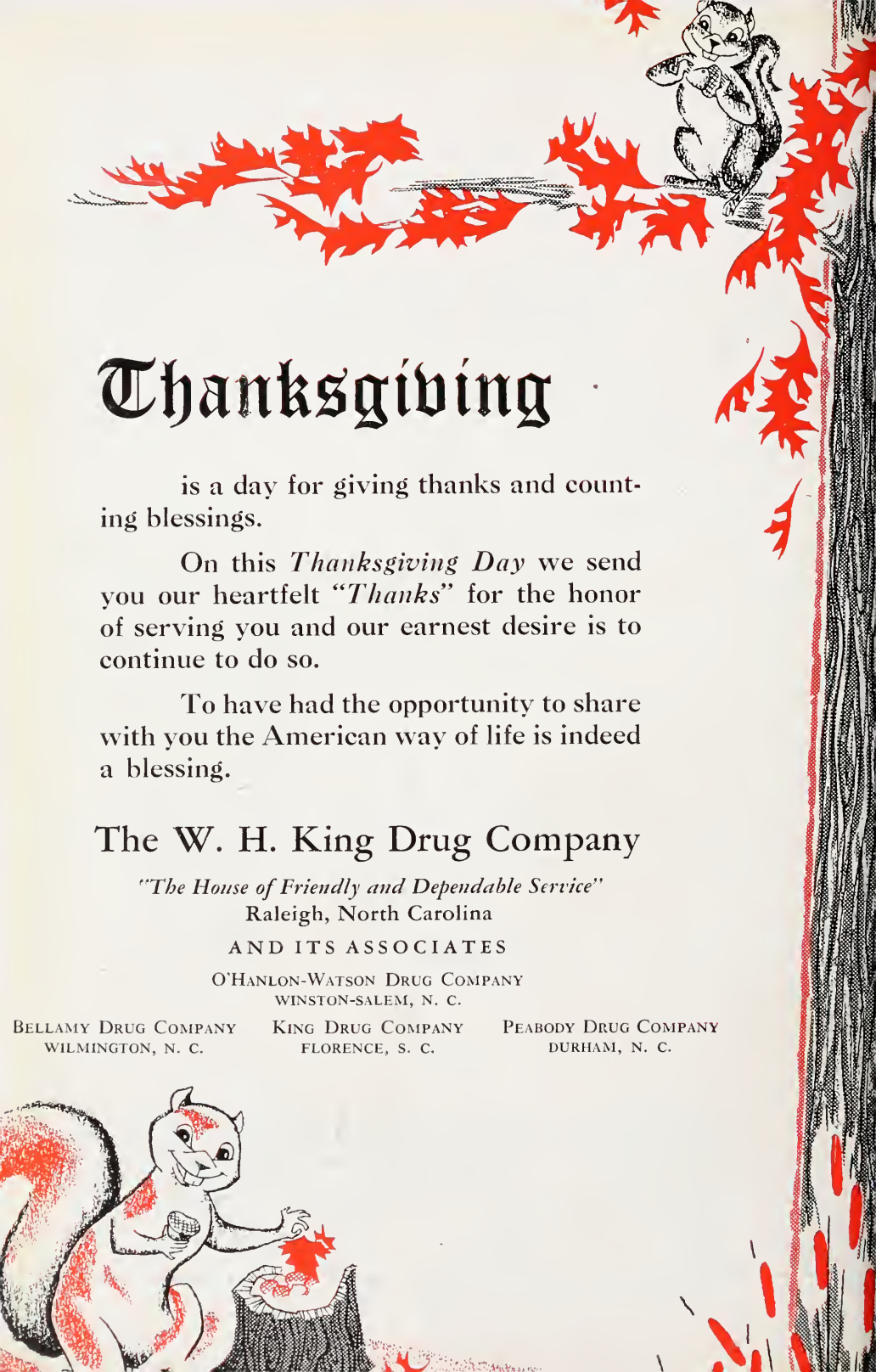
- HANDLES ACCOUNTS RECEIVABLE
- INDICATES AND RECORDS TAX DEDUCTIBLE PURCHASES
- ACCUMULATES SALES TAX ON EACH CONSUMER STATEMENT AND TOTALS MONTHLY SALES TAX FOR STORE
- PROVIDES PROOF OF PURCHASE FOR MEDICAL INSURANCE PROGRAMS
- INSURES ON TIME BILLING
- ADDS SERVICE CHARGE ON PAST DUE ACCOUNTS (OPTIONAL)
- SIMPLIFIES RECORD KEEPING ON WELFARE ACCOUNTS (OPTIONAL)
- NO EQUIPMENT TO BUY OR LEASE
- CONSUMER CONCENTRATES PURCHASES WHERE MEDICAL EXPENSE RECORDS ARE KEPT. FROM ACTUAL EXPERIENCE IN STORE WHERE **TIP TOP** HAS BEEN INSTALLED EVERY STORE INCREASED CHARGE BUSINESS FROM 8% TO 32%, AND MOST STORES CUT RECEIVABLES AS MUCH AS 5% TO 15%.

***Tax Information Plan** **Total Owed Purchases**

WE ARE A *Lilly* DISTRIBUTOR

To help you **OWENS,** *obtain* **MINOR &** *more* **BODEKER** *business & profits*

1010 HERRING DRIVE • WILSON, N. C.



Thanksgiving

is a day for giving thanks and counting blessings.

On this *Thanksgiving Day* we send you our heartfelt "*Thanks*" for the honor of serving you and our earnest desire is to continue to do so.

To have had the opportunity to share with you the American way of life is indeed a blessing.

The W. H. King Drug Company

"The House of Friendly and Dependable Service"
Raleigh, North Carolina

AND ITS ASSOCIATES

O'Hanlon-Watson Drug Company
WINSTON-SALEM, N. C.

Bellamy Drug Company
WILMINGTON, N. C.

King Drug Company
FLORENCE, S. C.

Peabody Drug Company
DURHAM, N. C.

The Carolina **JOURNAL OF PHARMACY**

Volume XLVIII December, 1967 Number 12

LIBRARY

DEC 18 1967

OF PHARMACY

Here's where we draw the line

Between the inner core of ten vitamins and a layer of six minerals in Mi-Cebrin T is a polymeric barrier. The barrier prevents potency-destroying interactions between the vitamins and the minerals. It's the kind of feature your customers can appreciate.

Why not mention it to them?

Mi-Cebrin T®

Lilly

Vitamin-Minerals Therapeutic

Eli Lilly and Company, Indianapolis, Indiana 46206

701581

The Holidays Give Us the Opportunity to Express to You Our Appreciation for Your Help in Making the Past Year a Successful One

Thank You!

Sincere Good Wishes for a Merry Christmas and a Happy New Year

Support Your Full-Line, Full-Service Drug Wholesalers

MEMBER NWA WHOLESALER

member DSC wholesaler

JUSTICE DRUG COMPANY

Greensboro, N. C.

Now in our 69th Year of Service to the North Carolina Retail Druggists

MERRY CHRISTMAS HAPPY NEW YEAR

We, at Scott Drug Company, would like to take this opportunity to wish all of our customers a most joyous Christmas and happy New Year. We are indeed grateful and proud to have had the opportunity to serve you during 1967, and we will look forward to helping you make 1968 the best ever.

Scott Drug Company

CHARLOTTE, N. C.

Representing 76 Years of Integrity and Reliable Service

The Carolina JOURNAL OF PHARMACY

December, 1967

VOL. XLVIII No. 12

★

Officers

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

★

President

S. D. GRIFFIN, JR.
Burlington

★

Vice-Presidents

JAMES L. CREECH
Smithfield

EARL H. TATE
Lenoir

B. CADE BROOKS
Fayetteville

★

Secretary-Treasurer Editor

W. J. SMITH
Box 151
Chapel Hill, N. C.

★

Assistant Secretary-Treasurer

C. M. ANDREWS
Burlington

★

General Counsel

F. O. BOWMAN
Chapel Hill

CONTENTS THIS ISSUE

Pharmaceutical Manufacturers Price Differentials ... 5
Electronics Device Tips Police ... 9
Tar Heel Digest ... 11
State Board of Pharmacy ... 13
Jimson Weeds ... 15
Pharmacy Predictions for 1975 ... 16
Institutional Pharmacy Practice ... 21
TMA News Briefs ... 25
UNC Pharmacy School Notes ... 27
Doings of the Auxiliaries ... 30
Classified Advertising ... 36

ADVERTISERS

American Druggists' Insurance Co. ... 20
B. C. Remedy Company ... 14
Berryhill Fountain Sales ... 25
Davenport-Dillard, Inc. ... 20
Henry B. Gilpin Company ... 22
Justice Drug Company ... 1
Grant E. Key, Inc. ... 10
W. H. King Drug Co. and Associates ... 4th Cover
Lance, Inc. ... 13
Eli Lilly & Company ... 2nd Cover
McCourt Label Company ... 9
Nunnally's Candies ... 17
Owens, Minor & Bodeker ... 3rd Cover
Ramsey Manufacturing Corporation ... 22
Reaco Products ... 4
Roche Laboratories ... 18-19
E. N. Rowell Company ... 24
Sealtest ... 26
Scott Drug Company ... 2
Seeman Printery ... 24
Smith Wholesale Drug Company ... 11
Stanback Company, Ltd. ... 7
Washington National Insurance Company ... 16
The Upjohn Company ... 12

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Second Class postage paid at Chapel Hill, North Carolina.

Whitehead #100

Charles M. Whitehead of Ramseur, when he affiliated with the NCPhA in late November, became the 100th pharmacist to be added as a new member of the N. C. Pharmaceutical Association during 1967.

Member No. 101 is James S. Matthews of Henderson and member No. 99 was Stephen Wayne Cagle of Henderson.

The new membership total for recent years:

1965—102 members
1966— 92 members

Resolution By Carolina Motor Club

The Carolina Motor Club recently adopted a resolution calling on the pharmaceutical industry and the medical society to urge members to "warn drivers of the possibility of danger in driving immediately after taking certain prescribed medications".

The intent of the resolution is well taken. Journal readers will recall a suit of more than $500,000 involving alleged failure of a North Carolina pharmacist to supply certain warning statements with dispensed medication (driver involved in an accident claimed the pharmacist failed to warn him the medication would lower his effectiveness as the operator of a motor vehicle).

Action Deferred on Welfare Payments To MDs

The State Board of Public Welfare, meeting in Raleigh on November 21, voted to defer action on payments to physicians who treat welfare patients.

For the current biennium, the General Assembly appropriated a total of $1,100,000 to pay welfare recipient's doctor bills—$500,000 in 1967-68 and $600,000 in 1968-69. This appropriation plus county and federal funds (about 70%) would make slightly over $7 million available for the 2-year period.

Since the estimated cost of the program has been put at about twice the amount of available funds, the Welfare Board discussed alternate pay procedures, including paying only a percentage of every medical bill.

The final decision was to defer action until the February meeting of the Board. In the meantime, MDs will continue to treat welfare recipients without charge just as has been the case in recent years.

Pharmacy Exhibit Popular At Health Fair

More than 60 exhibits, including a Pharmacy exhibit, were viewed by an estimated 10,000 visitors during the 3-day (November 16-18) Piedmont Health Fair at Elon College.

General supervision of the pharmacy exhibit was by Claude U. Paoloni of the UNC School of Pharmacy and Jack Watts, president of the Alamance Pharmaceutical Society. Various staff members of the School of Pharmacy, graduate pharmacy students and members of the Alamance Pharmaceutical Society provided coverage of the pharmacy exhibit during the 3-day Fair.

Hundreds of pharmacy career folders were distributed. A tablet making machine was one of the more popular items at the Fair.

Reabel Tablets	$1.50 ea. 100s
Reaco A & D Capsules	$10.00 Doz. 100s $18.75 per 1000
A. E. P. Tablets	$24.00 Doz. 100s
Pyridoxine HCl (B6) 25 mg. Tablets	$1.80 per 100
Pyridoxine HCl (B6) 50 mg. Tablets	$2.40 per 100
Reavita Capsules	$24.00 Doz. 100s $18.75 per 1000

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS

P. O. Box 2747
West Durham, North Carolina

Pharmaceutical Manufacturers Price Differentials

H. C. McAllister, the author of this paper, discusses in detail a major problem that constitutes a serious threat to Pharmacy: the wide variation in the price of pharmaceutical products to various purchasers. Failure to reach a mutually accepted solution to the problem will result in deeper involvement by the Federal Government in the procurement/dispensing of prescription medication.

The matter of the different prices which some pharmaceutical manufacturers charge to different types of customers for their products has been one which has interested pharmacists for some time but up until recently this interest has been passive. By its very nature this subject is one that is charged with emotional overtones. When we finally did react to it we used such terms as "preferential price schedules" and "discriminatory price discounts" in our discussions. Not only is it human nature to react to being discriminated against, but in a competitive society such as ours, it is also human nature to seek a preferred position when possible. Given such a situation it is not surprising then that there should develop an atmosphere in which there have been charges and counter charges with a great deal of name calling thrown in to boot. I must admit that perhaps I have engaged in more than my share of this activity in recent years.

Also, I am the first to admit that when discussing a force that is capable of so much power in so many directions as is that of economics, it is extremely difficult to maintain an objective or even a neutral position especially when one's very professional life, to say nothing of his livelihood, is being affected. Whether we are neutral or not in our discussion today, we must at least try to understand some of the developments, conditions and influences that have led to our present situation.

Today's pricing structure for drugs probably had its beginning in the first quarter of this century when the science of pharmacy began to replace its art. It was then that enterprising individuals in pharmacy began the large-scale production of pharmaceutical preparations, which came to be standardized as to uniformity and quality far beyond that which the average pharmacist could hope to attain with the equipment and knowledge that he had at that time. These large scales manufacturers began investing in research and development to the end that they improved existing drugs and developed new ones. As a result of this investment of private funds, drugs acquired a proprietary characteristic, the exclusive ownership of which was and is today, protected by law. Much progress and considerable advancement in drug therapy was made under this system, and there is no question but that society is better off than it would have been otherwise because of it. Adequate proof of this fact can be had simply by comparing the progress in this country with that of other countries where the profit motive was not permitted to exist.

In the early period of its development the management and direction of the pharmaceutical manufacturing industry was largely in the hands of pharmacists, physicians and other health scientists. Without doubt the profit motive was a prime incen-

(Continued on page 6)

H. C. McAllister

Price Differentials

tive behind the growth of this industry but this was tempered with the natural conservatism that is a part of the tradition of health care services. Although management orientation changed somewhat as time went on, it remained largely in the context described above until World War II. Even during this period we saw some of what was in effect price differentials to various classes of customers. Hospitals and charitable institutions received the lowest prices from the manufacturers. Physicians and other practitioners were charged the highest price and pharmacists were charged prices somewhere in between but with special discounts to chain stores. The differences in these prices from highest to lowest were not very great, however, when compared with those of today.

With the advent of World War II the pharmaceutical industry in this country was faced with the almost exclusive job of furnishing drugs not only to our armed forces and our people but also for most of the remainder of the free world. This task required not just scientific and professional knowledge but it required skills in engineering, manufacturing, personnel management and fiscal know-how. It required people of technical competence and skill irrespective of their previous orientation. It required great expansion of physical facilities, including the conversion of other industries to the manufacture of drugs. During this period new industries and new people came into the field of drug manufacturing. As a result of this effort the job was done and done well. As most of you who are old enough will recall, there were very few if any shortages of essential drugs during that period.

The war was over and this country was faced with making adjustments to a peacetime economy. Because of our increase in physical and organizational capacity to manufacture and distribute drugs during the war, along with the newcomers to the field we found ourselves with a capacity potential far beyond our needs. In addition another significant change appears to have occurred in the pharmaceutical manufacturing industry.

Whereas before the war scientists and professionals were largely in control of policy making, now large number of business people played important roles in this procedure. These people had proved themselves in getting a job done. They were now faced with preserving, during the adjustment period, what they had built in the war years. The principles of economics seemed to begin to take precedent over considerations of social necessity.

To counter what would inevitably become an intolerable competitive situation in the supply of drugs due to our increased production capacity and the changes in traditional marketing philosophy, brought largely by the newcomers, there came onto the market a flood of new and sometimes insufficiently researched products. These were helped along by the new public attitude towards the "miracle drugs" that had gained prominence towards the end of the war and by the Madison Avenue techniques that began to emerge in support of their distribution. What followed for a while was really a golden day for all concerned. Everybody was happy. The public was happy because it was getting drugs that would do things that could never be done before. Who would ever have thought that a patient with deadly pneumonia might not even have to go to bed now or that the dreaded social disease of gonorrhea could be cured in 24 to 48 hours.

The doctor was happy not only because he now had some new tools with which to work but also because of the dramatic results that could be had with them.

The pharmacist was happy because the products he dispensed were certainly better than he could prepare himself and based on a mark up system, his prescription revenues were now accounting for a highly substantial portion of his financial support.

The pharmaceutical manufacturer was happy because drug stocks were now blue chip and among the highest in yield of any. Happy days were here again indeed!

With such good times in abundance for all, some of the cautions inherent in our traditions were diminished and some of the responsibilities for running a tight health

(Continued on page 8)

Why is a plastic tube better than a metal tube?

Will not cut
Will not scratch
Will not rust
No sharp edges or seams

Relief for chapped, dry, wind burned lips . . . fever blisters.

39¢ No U. S. tax

Counter Display
Deal #48
2 displays totaling 48 tubes — pay for 36 (12 tubes free)
49% PROFIT
Your Cost...$ 9.60
Selling Price.$18.72
YOUR PROFIT $9.12

Dump Display
Deal #100
28 free with 72 — 100 tubes in counter display
51% PROFIT
Your Cost ..$19.20
Selling Price.$39.00
YOUR PROFIT $19.80

Cooperative advertising available. For details write:
STANBACK CO., LTD., SALISBURY, N.C.

Price Differentials

care ship were allowed to slip by default. For example, the U.S.P. and N.F. seemed to be replaced by such publications as Physician's Deak Reference as a source of drug information, even though these sometimes contained preparations, the effectiveness of some of which was attested by little more than "private correspondence". Such a change in reference resources was inevitable, however, since even with the stepped up revision schedule, the limitation on information provided by the U.S.P. and N.F. did not keep pace with the rapidly expanding armamentarium. Much of this seemed to escape the notice of physicians since the deficiencies in his training in pharmacology had brought him to rely on the "detail man" for information about the drug products he prescribed and these were such wonder drugs that a brand name almost became synonymous with therapy. This change was more apparent to the pharmacist since he knew he was not compounding as many prescriptions as he previously did, but then this was good since he could process a good many more prescription orders than before as he didn't have to do much more than type a label. Even if he did not have some nostalgic misgiving about the loss of his art, his financial position was now one of dignity and this must mean success.

This resulted in some of the "full line" manufacturers converting themselves to specialty houses. But not all did. A number of our most respected names among the pharmaceutical manufacturers continued their "service" products (and still do) but at the same time put their major promotional effort behind the specialty items which they also made.

This change also did not create much of a stir, since there still remained those manufacturers who made "official products" and non-branded preparations that were sometimes said to be "the same as" certain branded products but for a much cheaper price. These later became known as the manufacturers of generic drugs, although this was not entirely accurate if one thought of them as being the only manufacturers of generic drugs. During the course of these years manufacturers of brand name drugs began to compete with the manufacturers of generic drugs for the volume business of hospitals, government, etc. so that soon there was little relationship between a given manufacturer's price to one type of customer and that of another.

I have skimmed over this era very lightly, touching only the high spots, but I think there has been mention of enough that you can recall what happened. While all of this was going on something else was happening which without doubt will affect our future more profoundly than the change in the character of the production and distribution of drugs and it will make the matter of drug price differentials even more important than it is now. This was a social change in which a kind of dogma began to emerge establishing health care for every individual as a right. This right has since been assured for certan segments of our population. In addition, it is and has been gradually fulfilled on an ascending scale by state and federal governments, charitable institutions and voluntary health associations and others. Without doubt it will expand further. It was, however, only when this philosophy of the universal right to health care began to appear did we as pharmacists pay very much attention to the effect it would have on our practice and thus the price differentials that the pharmaceutical manufacturers had now come to extend to the various channels of drug distribution. When we finally became fully aware of these differences we found that they were not only much more extensive than we might have thought but more important, they were also creating problems that seemed to have no solutions if we were to maintain the private practice of phar-

(Continued on page 31)

Commissioned Ensign in Navy

Terry Heatherington has received a commission in the U.S. Navy as an Ensign. He will report to the Naval Air Station in Jacksonville, Florida on January 2 following four weeks of training at Bethesda, Maryland and four weeks at Portsmouth, Virginia.

For the present, Terry's mailing address will continue Box 385, Bessemer City, N. C.

Electronics Device Tips Police

In the past year, narcotic and merchandise robberies in North Carolina pharmacies, particularly in the Piedmont area, have doubled over previous years.

But the easy pickings may be coming to an end, thanks to the ready availability of electronic detection devices. Here Fred Lowry, Lowry Drug Company, Statesville, describes a recent experience which resulted in the arrest of two night visitors to his pharmacy:

"I noticed in the November issue of The Carolina Journal of Pharmacy that eleven stores were listed as having burglars. Last Sunday morning at 5:40 AM I received a phone call from our local police who informed me they had apprehended two men in our store.

"The police do an excellent job of covering our store because we have a "bug" installed in the rear hallway and in the store. This super-sensitive mike trips a signal light on the Desk Sgt. panel at police headquarters when there is noise of any kind in the building. The desk then trips a switch which allows the Desk Sgt. to monitor anything in the building.

"Last Sunday morning, three minutes after our double glass doors were pried open with the leaf from a truck spring, a patrol car was in front of the drug store. As a result of this system and an alert police department, John Clifford Godwin, 36 of Gaston Co. and Bruce Engene McKeown 28 of Dallas were apprehended while in the safe and narcotic cabinet.

"This system offers protection to the pharmacist if he were forced to reopen his store at gun point after locking the door as well as protection while he sleeps. We lease this equipment from Bristol Electronics, Morganton, N. C. If interested, you may contact this firm for further details. The cost is approximately $135.00 per year plus cost of a phone line from your store to police headquarters."

$65,000 Fire At Kinston

Fire partially destroyed one of the Standard Drug Stores of Kinston during the early morning hours of November 25. Damage to the drug store and an adjoining warehouse amounted to an estimated $65,000.

• SPECIAL •
INTRODUCTORY OFFER!
10% off on First Label Order
SAVE MORE BY ORDERING 12M
DRUG LABELS - PRESSURE SENSITIVE
GUMMED, DRY GUMMED
AVAILABLE IN ROLLS OR FLAT
PRESCRIPTION ROOM SUPPLIES
CONTACT OUR REPRESENTATIVE- CLIFF BERRY
P. O. BOX 306
CHARLOTTE, N. C. 28201
or MAIL DIRECT TO:
McCOURT LABEL COMPANY
42-54 BENNETT ST.
BRADFORD, PENNSYLVANIA 16701
QUALITY SINCE 1904 SERVICE

Merry Christmas

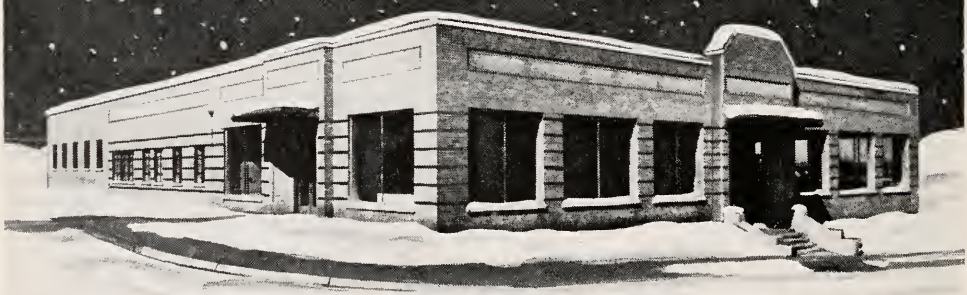
...and every good wish
for the New Year!

from the sales

and office personnel

GRANT E. KEY, Incorporated

LYNCHBURG, VIRGINIA



TAR HEEL DIGEST

Rocky Mount—Thomas V. Flood has been named assistant manager of Kerr Drugs, Tarrytown Shopping Center. Prior to coming to North Carolina, Mr. Flood operated a pharmacy in Stony Brook, New York.

Elizabeth City—James T. Ingram, a native of Roanoke Rapids, has joined Todd's Pharmacy. He is a 1958 graduate of the UNC School of Pharmacy.

Concord—Rudy Hardy, chief pharmacist at Cabarrus Memorial Hospital, attended an International Clinical Study Conference in Denmark and Sweden in October.

Hickory—Garland A. Page is manager of the new Longview Pharmacy. He is a graduate of Lenoir Rhyne College and Howard University (now Stanford University) of Birmingham, Alabama.

Statesville—Henry Hammond has transferred from Greensboro to Eckerd's of Statesville. He is a 1958 graduate in Pharmacy of the University of Georgia.

Winston-Salem—Reinhold Mueller, owner/operator of Walkertown Rexall Drugs, is establishing a Hallmark card and gift shop store at 422 West Fourth Street.

Gastonia—Earl Williams, a Gastonia pharmacist for 16 years, has joined the staff of Shamrock Drugs located at 1117 South York Street. He is the immediate past president of the Gaston Pharmaceutical Association.

Lexington—Because he got 20 new members to top a membership campaign for the Lexington Chamber of Commerce, Pharmacist John Schofield received a handsome desk set. John Harman, also a pharmacist and chairman of the membership committee, made the presentation to Schofield.

An Example Of PPR (Positive Public Relations)

When you are invited to appear before a local civic organization or community group as a guest speaker, take the PPR (positive public relations) initiative by sending a release to your local paper, radio and TV station. The NPR (negative public relations) will come your way uninvited.

Here's an example of a PPR release. Don't wait for the editor to call you; send him a nicely typed release and send it well in advance of the release date:

Press Release To Newspaper/Radio Stations

On Tuesday, November 14, Donald J. Miller, President and General Manager of Miller's Pharmacy, will speak to the Valdese Rotary Club on Today's Health and the Modern Pharmacist. Mr. Miller is a member of the N. C. Pharmaceutical Association's Speakers Bureau. His talk will highlight the impressive health progress during the last three decades and the exciting drug progress during this time.

SMITH WHOLESALE DRUG CO.
SPARTANBURG, SOUTH CAROLINA
FAST SERVICE — DELIVERIES — ACTION

Diabetes runs in the family...

. . . in a very special group of hamsters which has been under careful observation at our Metabolic Diseases Research Section since 1961. They're diabetic. They're very special because this particular strain of hamster, alone, most nearly mimics diabetes mellitus as it appears in man. From this work, according to Dr. George Gerritsen, "We hope to learn how diabetes develops—what causes one animal to develop it while another doesn't. We hope to find something different which we can use to predict, before any symptoms appear, which one will become diabetic. Obviously, this will take many years of hard work. We may never succeed, but it's our goal." Dedication is one of the constant, priceless ingredients in all Upjohn research for new and better pharmaceuticals.

© 1967 The Upjohn Company • Kalamazoo, Mich.

Upjohn

STATE BOARD OF PHARMACY

MEMBERS—David D. Claytor, Greensboro; Harold V. Day, Spruce Pine; F. W. Dayvault, Lenoir; C. E. Page, Jr., Henderson; W. H. Randall, Lillington; H. C. McAllister, Secy.-Treas., Box 471, Chapel Hill, N. C.

New Pharmacies

1. Newland Pharmacy, Newland. Roy B. Smith, Jr., owner and pharmacist-manager.
2. Eckerd's Drugs, Spring Valley Shopping Center, Greensboro. Eckerd Corporation, owner. William R. Cobb, pharmacist-manager.

Change in Ownership

1. Reveo Discount Drug Centers (formerly Patterson Drug Co., Inc.), Sherwood Plaza Shopping Center, Winston-Salem. Reveo Drug Stores, Inc., owner. Gilbert C. Hartis, pharmacist-mgr.
2. Reveo Discount Drug Centers (formerly Patterson Drug Co., Inc.), 112 W. 4th St., Winston-Salem. Reveo Drugs Stores, Inc., owner. Leslie M. Myers, pharmacist-mgr.
3. Reveo Discount Drug Centers (formerly Patterson's Cloverdale Pharmacy) 2132 Cloverdale Avenue, Winston-Salem. Reveo Drug Stores, Inc., owner. A. Frank Robertson, pharmacist-mgr.
4. Warsaw Drug Co., 121 E. Railroad St., Warsaw. W. J. Weatherly, III and W. J. Weatherly, owners. W. J. Weatherly, III, pharmacist-manager.

Reciprocity

1. Roberta Enger Southam—North Dakota
2. Claude Douglas Harvey—South Carolina
3. Thomas Walter Barnes—South Carolina

crowd pleasers a la Lance!

More people prefer and buy tasty Lance snacks than any other brand. And no wonder... They're always fresh and there's a wide variety to choose from. Please your crowd. Display Lance.

LANCE INC. Charlotte, North Carolina

Have you heard the good news about BC®?

BC has just begun the biggest television and radio campaign in its fifty-seven year history. Advertising for the current quarter alone has been jumped 78%.

Convert this advertising into extra sales. Check your inventory, and make sure your customers can see your BC displays. Remember, BC is already America's largest selling headache powder. We're just not stopping there.

BC Powders
2's and 6's and
Handypacks of 24

BC Tablets
Tins of 12 and
Bottles of 50 and 100

JIMSON WEEDS

BY JIM HARRISON

Inventory

The end of another year is upon us. If it is the end of a fiscal year it is the time to take inventory, to audit the books, to place into perspective assets and liabilities.

There is another inventory that needs to be taken and assessed. It is the inventory of self. The value of this inventory will be greater if it is strengthened by winnowing and discarding the chaff and replacing it with more potent elements.

This replacing may take the form of "Now, therefore, be it resolved," if we disdain the too prevalent but spurious adage of "resolutions are made to be broken." There must be a wilful and purposeful desire and determination to abide by good resolutions, else there is no point in making them.

Here are some self-appraisal guides, by no means all that may be used. You may think of dozens more, but if the first one is answered to your satisfaction, all the rest are velvet.

Have I been faithful to the trust imposed in me by my high calling?

Have I been honest and ethical in all my dealings with those who have trusted me in my service to them?

Have I been frank and ethical in contacts with my fellows and with my contemporaries in the allied professions?

When the choice was mine, have I selected the best possible medication for my customers at a price fair to them and to me?

Have I kept myself abreast of the ever increasing requirements of my practice by continuous study and application of the principles of the latest knowledge?

Have I been zealous in using my time and talents in projecting the ideal image of my profession in the conception of the public and in the conception of those who enact and enforce legislation affecting my profession?

Have I obeyed the laws of society and the regulations of my regulatory agency that has graded me as competent to practice my profession?

Have I been ready to be counted on to rise up and unite with my fellows in protecting my profession from those who would harm it, whether these enemies be in or out of the fold, or whatever their motives be, misguided, selfish or self-exalting?

Have I taken an active part in the affairs of my professional organizations and in the affairs of my community that they may benefit by my actions?

Have I been considerate of my family to the point that each member rejoices at my successes and solaces me in my failures, and to the point that we all share a happy life together?

When you have appraised yourself and graded the appraisal to your own satisfaction and to the satisfaction of those who also judge you, and you have passed the examination to this satisfaction you have no need for New Year resolutions.

If you have failed the test, then is it time for the "be it resolved."

Disbetes Week Observed

Various North Carolina pharmacists and pharmacy organizations cooperated during Diabetes Week (November 12-18) by distributing thousands of Dreypac test kits.

Some Pharmacy Predictions For The Year 1975

Dean Willis R. Brewer of the College of Pharmacy, University of Arizona (in the November, 1967 issue of the Arizona Pharmacist) summarizes some predictions for the year 1975, which he indicates were obtained from a number of sources.

See how the predictions coincide with your own estimate of the pharmacy picture seven years hence:

By 1975, half of the pharmacists and half of the prescriptions will be related to institutional pharmacy—the hospital or the extended care facility.

Government control of drug production and distribution will be a way of life by 1975. The Federal government will become the primary support of health manpower production and information distribution—through subsidy of scholarships, loans, construction, libraries and knowledge banks.

Economic conditions will eliminate all but the very large or the very small pharmacy. (Compares with supergrocery and 7-11 market).

In 20 years, by 1987, the average pharmacy will serve 5,000 people instead of current 3,000. It will require technical people and instrumental aids in the prescription room for dispensing and record-keeping.

By 1987, unless birth control reverses current trends, population growth will exceed 15,000 per day in the USA, requiring 7,000 new pharmacists per year. Current output of colleges is 4,000.

By 1975, the USA volume of prescriptions

Two NCPhA-Endorsed Insurance Plans Which Merit Member Participation

DISABILITY INCOME PROGRAM

BASIC PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Two Years

EXTENDED PLAN: Accident Total Disability—Lifetime
Sickness Total Disability—Five Years

MAJOR MEDICAL EXPENSE PLAN

PLAN I: $12,000 Maximum Benefit including $16 Daily Room Limit
PLAN II: $18,000 Maximum Benefit including $24 Daily Room Limit

FOR DETAILS WRITE OR TELEPHONE

HOYT W. SHORE, C.L.U. and ASSOCIATES
205 South Church Street—Suite 303
Charlotte 2, North Carolina
Telephone: 333-1393

Washington National
INSURANCE COMPANY
EVANSTON, ILLINOIS

will have doubled to 2 billion from the current 1 billion per year. (Doubling in 8 years what took 200 years to develop). Only 50% more pharmacists will be available to handle this load, indicating a higher rate of professional utilization of pharmacists.

By 1975, starting salaries for pharmacists will reach $14,000 for a 4½-day work week. Professional fee per prescription will be $3.50. The pharmacist will fill 300 prescriptions daily with the assistance of dispensing technicians and mechanical aids.

There will technically be only two types of business community centers by 1975:

The commercial Community Center

A full department store
A variety store
A junior department store
A supermarket
A super drug store—bright, wall-to-wall carpet, etc.

The Community Health Center (Health Campus)

A hospital including its pharmacy
An on-campus extended care facility
Laboratory and X-ray service
Surgical supplies
Clusters of group-practice centers
An apothecary shop
Floral and gift shops
Motel-hotel-apartment combination

Because of the rate at which the population is outdistancing the supply of physicians, pharmacists and other para-medical teammates will be drawn into service to aid in the treatment of the 35 million people who will be born in the USA between now and 1975. With the disappearance of the general practice physician, the local pharmacist is taking the place of the primary screener of the health needs of the people. His records increase to provide information for the specialists to whom he refers patients. Since five out of every six drug packages leaving the pharmacy are now nonprescription items, it appears that the pharmacist is practicing a kind of preventive medicine in the absence of the g.p. In the hospital the pharmacist will gradually evolve into a preserver for the physician specialist who must be concerned primarily with diagnosis since there will be little time for anything else.

Pharmacy curricula must change, beginning soon, to prepare the pharmacist for this new health team role. Biological sciences will mushroom in the schools at basic and advanced levels.

As the pharmacy student is changed over from drug-orientation, based on physics and chemistry, to patient-orientation, he will encounter such courses as behavioral psychology, clinical pharmacology, pathology, health team orientation and others.

Professional practice on the highest ethical plane will be of utmost significance to pharmacy as the next decades roll by. The other health professions are looking at pharmacy with the expectation of seeing maturation morally and philosophically. Pharmacy must not live in fear of having technicians working on the prescription products under a registered pharmacist's supervision. The decision-making functions will remain the responsibility of the pharmacist, but not the mechanical functions.

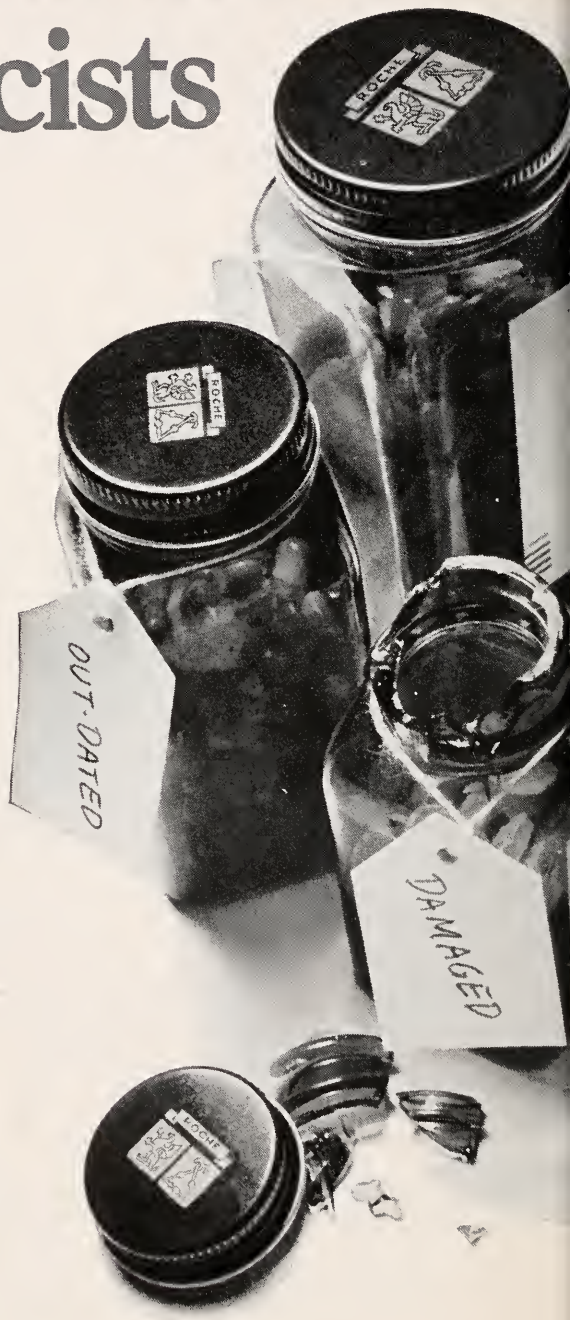
(Continued on page 36)

The kind of candy we make is sold in fine drug stores.

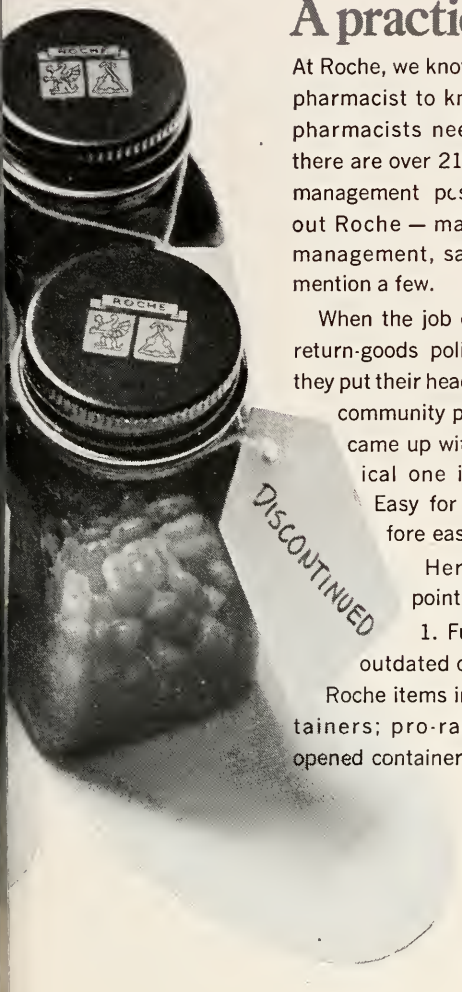
And,
we want to make sure it
stays that way.

Nunnally's
CANDIES

What kind of return pharmacists



goods policy would write?



A practical one!

At Roche, we know that it takes a pharmacist to know what other pharmacists need. That's why there are over 21 pharmacists in management positions throughout Roche — marketing, sales management, sales service, to mention a few.

When the job of updating our return-goods policy came along, they put their heads together with community pharmacists and came up with the most logical one in the industry. Easy for you, and therefore easy for us.

Here are the key points:

1. Full credit for all outdated or discontinued Roche items in unopened containers; pro-rated credit for opened containers.

2. Full credit for any unopened Roche item in the current line and catalog.

3. Full credit for shopworn, deteriorated or otherwise unsaleable Roche merchandise in complete containers; pro-rated credit for incomplete containers.

These credits are available through your wholesaler for Roche items purchased from him.

For further information contact your Roche representative, your wholesaler or write to us.

That's it—straightforward, covers everything, and it's fair.

It's really what you'd expect, because when policy decisions are made at Roche, pharmacists are there.

Roche Laboratories
Division of Hoffmann-La Roche Inc.
Nutley, New Jersey 07110

ROCHE

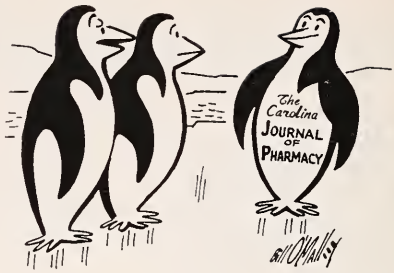
DAVENPORT-DILLARD, INC.

Pension Consultants

Serving the business and professional communities of North Carolina.

Regional Office
Thomas E. Williams, Manager
2500 E. Independence Blvd.
Suite A-308
Charlotte, North Carolina
Tel: (704) 372-1071

D D



******

"Oh, didn't you know?
He's in advertising"

****

SERVICE • SECURITY • SAVINGS

Campus Pharmacy
823 North Third Street
Terre Haute, Indiana
January 16, 1967

The American Druggists' Ins. Co.
American Building
Cincinnati, Ohio 45202

Gentlemen:

I wish to thank you for your speedy and complete adjustment of my recent claim. In most instances, it is hard to tell the merits of an insurance company until there is a claim. Needless to say, my claim was settled to my complete satisfaction.

Once again, Thank You!

Respectfully,
Marvin J. Mucha

OUR FILES ARE FULL . . . of letters from Druggists who appreciate the value of insurance that saves and serves. Call or write today . . . without obligation.

ADI AMERICAN DRUGGISTS' INSURANCE CO
709 American Building
Cincinnati, Ohio 45202

INSTITUTIONAL PHARMACY PRACTICE

By
FRED M. ECKEL
(University of North Carolina, School of Pharmacy, Chapel Hill, North Carolina)
and
DONALD A. HOLLOWAY
(Assistant Director of Pharmacy, Duke Medical Hospital, Durham, North Carolina

Full Time Pharmacist In The Small Hospital

Occasionally one hears a question raised concerning the need for a full time pharmacist in a small hospital. What would he do to occupy his time? Would not the expense to the hospital be greater than the advantage? Bjorlin et al. says that a full time pharmacist on duty is necessary to consult "with the medical staff on matters of poison control and other services which require specialized training.[1] His presence also means that errors in drug orders, mistakes in transferring orders from charts to requisitions, and other failures in communications and translations of the medical staff's desires are minimized."

He further points out the economic advantage to the hospital by "being able to convert from a floor stock system that encourages pilferage or misuse of drugs to the direct patient prescription method of drug distribution. Better ordering and inventory control results when the pharmacist's attention is focused on the pharmacy problem alone. Quality control in preparing bulk items results in further economy and accuracy. Better surveillance and control of narcotics and barbiturates is made possible. Moreover, as increased attention is given the hospital formulary, the service of the trained pharmacist becomes essential to the hospitals pharmacy and therapeutics committee." These comments indicate the need for a full time pharmacist to handle only pharmacy related problems. A pharmacist, doing this job properly, can certainly keep busy in a small hospital.

Another approach to obtain the services of a full time pharmacist in the small hospital where there does not appear to be enough pharmacy activities to keep him busy is a combined position, phermacist-purchasing agent.[2] The pharmacist is uniquely qualified to function in this capacity. This approach has the advantage of combining two of the major supply services in the hospital under a single authority.

Commenting on the activities of a full time pharmacist in a small hospital, Mr. Herbert L. Walker, Chief Pharmacist at the 85 bed Waddell Hospital in Galax, Virginia provided this list of activities.[3]

1. "Drug floor stock baskets, patient drug orders and narcotic and barbiturate requisitions are routinely filled in the morning between the hours of 9:00 A.M. to 11:00 A.M. Stat orders and other drug orders are filled as needed to 5:00 P.M.
2. A complete and controlled drug room separate from the main pharmacy is maintained. The nursing supervisor has access to fill drug orders after 5:00 P.M. The pharmacist is on call as needed 24 hours a day.
3. The drug pricing schedule was revised and updated to meet present needs. Drugs, fluids, dressings and treatments are priced daily from a copy of the nurse's notes for each patient.

   Drug tickets are priced each morning between the hours of 8:30 A.M. and 9:00 A.M. and send to the business office for posting.
4. A formulary was developed by the pharmacy and therapeutics committee using the formulary service of the American Society of Hospital Pharmacists. The committee meets approximately twice a year to revise the formulary and to dis-

(Continued on page 23)

BUILD OR REMODEL AT NO EXTRA COST WITH STANDARD

LOZIER

DRUG STORE DISPLAY FIXTURES

PLUS! DISPLAYMANSHIP AND SALES POWER

Complementing Today's Modern Pharmacies

—DISTRIBUTED BY—

RAMSEY MANUFACTURING CORP.

Let Us Handle Your Complete Installation
Also, Luncheonettes Designed to Harmonize
With Your Complete Store
Planning, Designing and Engineering Since 1945

513 East Trade St.—Phone 334-4502
Charlotte, North Carolina

THE HENRY B. GILPIN COMPANY

Full Line, Full Service Wholesale Druggists Since 1845

Baltimore • Dover • Norfolk • Washington

Norfolk Division

Equipped for fast, efficient wholesale drug service to the pharmacists of the eastern section of North Carolina

6435 Tidewater Drive • Norfolk, Virginia • Phone 855-1901

Institutional Pharmacy Practice

cuss problems in medication distribution and administration.

5. A poison control cabinet was established and maintained in the emergency room. The cabinet contains a selected list of antidotes and toxicology reference books.

   Emergency drug boxes have been placed in the emergency, recovery, and operating rooms, and on each hospital unit. These emergency drug boxes are inspected routinely.
6. A complete reference library is maintained in the pharmacy, and the pharmacists receives calls many times each day from physicians, nurses, and other hospital personnel for drug information.
7. Inservice education is one area that is very weak in most small hospitals, especially when there are staffing problems and little time available from routine duties. The pharmacy has contributed to inservice training by providing drug information to individuals and groups of nursing personnel. Movies concerning drug distribution and pharmacy have been provided.

   It is felt there is a great need for a refresher course in pharmacology to be given for nursing personnel.
8. A pharmacy procedures manual was developed as part of the Hospital Policy Manual. There had been few written policies concerning pharmacy prior to this time.
9. A pharmacy newsletter was developed to communicate drug information to hospital medical and nursing staffs.
10. Disaster planning committee was formed to organize a plan of action for medical services in case of an emergency disaster. The committee was composed of the director of nursing service, hospital engineer and pharmacist. The plans were completed after many meetings and three successful disaster drills were carried out.
11. Routine rounds and inspections of drugs on all units are made.
12. Complete purchasing and inventory control of all drugs and some hospital supplies is the responsibility of the pharmacy. Drugs and supplies are ordered on a routine basis using basic turnover and economical procedures.
13. An out-patient drug service has been established and approximately sixty prescriptions are filled daily from the hours of 8:30 A.M. to 5:00 P.M.
14. The pharmacist attempts to keep himself well informed on facts of pharmacy services through membership in pharmacy associations. The pharmacist participates in seminars and conferences regularly to keep up to date with the vast changes in the world of pharmacy and hospitals.''

The need for a full time pharmacist in all hospitals is becoming more and more apparent. Hospital administrators and pharmacists must recognize and accept it. The School of Pharmacy, University of North Carolina has recognized the need and now offers a post baccalaureate program in hospital pharmacy. Seven students are presently enrolled in this. Hopefully, many of these students will be available to provide full time pharmacy service to North Carolina hospitals.

1. Bjorlin, D. L. et al., Establishing a Full-Time Pharmacy Service in a Small Hospital, *Hospitals 40*:78 (Dec. 1) 1966.
2. Schmid, F. W. and Kahn, S., Pharmacist-Purchasing Agent: A Case Study, *Hospitals 34*:60 (July 1) 1960.
3. Personal Communication.

Births

Mr. and Mrs. James M. Egbert announce the birth of a son, William Clifton, born October 31. The Egberts have another son, James Michael, Jr., who is two years old. The father, member of the 1961 class of the UNC School of Pharmacy, is with Franklin Drug Stores of Greensboro.

Mr. and Mrs. Neill Musselwhite III announce the birth of a daughter, Julia Ann, November 18th. Mr. Musselwhite was a member of the 1966 class of UNC School of Pharmacy and is with Sloan Drug Company of Chapel Hill. Mrs. Musselwhite is the former Nancy Adams, daughter of Pharmacist and Mrs. Wilbur Adams of Carolina Beach. She is a member of the 1967 graduating class of the School of Pharmacy.

Weddings

Miss Sarah Kathryn Adams and *Lewis Carl Hankey* were married October 26 in St. Lawrence Roman Catholic Church of Asheville. Mrs. Hankey is officer manager for Eckerd Drug Stores of Asheville, and Mr. Hankey is pharmacist and manager of Elson's Drug Store at Enka.

DISTINCTIVE

Carry your store's identity by color and personalized copy right into your customers home..... for the life of the Prescription.

Another plus value of the modern paper box with its clean fresh label.

E. N. ROWELL CO., INC.
BATAVIA, NEW YORK

Write
Our Carolinas Representative
Hiram M. King
P. O. Box 97 Monroe, N. C.

For eighty-two years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its forty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

TMA NEWS BRIEFS

OFFICERS OF THE TRAVELING MEN'S AUXILIARY
PRESIDENT: Hugh Sconyers, Charlotte
VICE-PRESIDENT: W. H. Worley, Jr., Hickory
SECY.-TREAS.: J. F. Goodrich, Durham
ASST. SECY.-TREAS.: C. H. Smith, Charlotte

Justice Drug Company of Greensboro and the Dr. T. C. Smith Company of Asheville were honored at the 93rd annual meeting of the National Wholesale Druggists' Association for outstanding public service.

****

C. Eugene Braddy has joined Eli Lilly and Company as a sales representative in Salisbury. A Scotland Neck high school graduate, Braddy received his BS degree in Pharmacy from the Medical College of South Carolina.

****

Dwight R. Frye of Burlington has been appointed by Abbott Laboratories as a professional medical representative to physicians, pharmacies and hospitals in the Burlington area.

******

Two North Carolinians—Sam Hall, Jr. of Statesville and Kay Sloop of Mount Ulla—are winners of $500 scholarships awarded by Eli Lilly and Company. Approximately 550,000 youths took part this year in the Lilly-sponsored 4-H health program. From these were chosen the state winners, and from these came six national scholarship recipients, including Mr. Hall and Miss Sloop.

STANLEY KNIGHT SODA FOUNTAINS
AND FOOD SERVICE EQUIPMENT

SCOTSMAN ICE MACHINES

SLUSH MACHINES—MAKE 79% PROFIT
HIGH VOLUME SALES 12 MONTHS A YEAR
36 MONTHS TO PAY
WRITE FOR BROCHURE AND PRICE LIST

WE PAY THE FREIGHT

BERRYHILL FOUNTAIN SALES CO.

P. O. Box 3251 Charlotte, N. C. 28203

Phone: (704) 332-8945

Feature this:

Sealtest feature flavors are one reason Sealtest is the best known, best selling ice cream in America. The Sealtest feature flavor program is designed to heighten consumer interest—and bring more traffic to your fountain and cabinet.

"Butter Crunch is Sealtest's Feature Flavor for January."

Stock it adequately . . . display it prominently. It can mean substantial ice cream profits for you. Available in bulk or cartons.

Sealtest
TRADE MARK

UNC Pharmacy School Notes

Don C. McLeod, assistant in the hospital pharmacy program, participated in a two-day post-graduate seminar at the West Virginia Medical Center on 10 and 11 October. The theme of the seminar was "Orientation of the Community Pharmacist to Small Hospital and Nursing Home Practice." Pharmacists, nurses and administrators from several states were among the participants.

******

Professor C. J. Cavallito participated in a Drug Research Symposium at the 27th Annual Convention of the American College of Apothecaries on 21 October 1967 in New Orleans.

******

The Pharmacy Library is happy to have a subscription to "Time" magazine which was given by Steve Cagle, a 1967 graduate, of Henderson, North Carolina.

******

Foster Corwith, B. S. Pharmacy, UNC, 1937, visited the School on 20 October 1967. He has been a practicing pharmacist in Southhampton, N. Y. He has disposed of his pharmacy and may come to live in N. C. His daughter will graduate from the University in 1968. Mrs. Corwith is from Kinston, N. C.

******

Professor C. J. Cavallito has been elected Vice-Chariman of the Medicinal Chemistry Section of the Academy of Pharmaceutical Sciences. Election results of the Academy were announced on 18 October.

******

Dr. Coy W. Waller, B.S. Pharmacy, U.N.C., 1937, visited the School of Pharmacy on the 9th of October. He was accompained by Mrs. Waller. Dr. Waller spent two days at the Research Triangle Institute conferring with the administration and staff and studying the various facilities. Dr. and Mrs. Waller also visited relatives in North Carolina. Dr. Waller is with the Mead Johnson Research Center in Evansville, Indiana.

******

The Food and Drug Administration has announced the appointment of Dean George Hager to a new Advisory Committee on Research in the Biological and Physical Sciences. Eight academic leaders representing various scientific disciplines are members of the committee, whose function will include reporting on scientific advances and trends related to foods, drugs and cosmetics, advising on the scope, design and priority of FDA's research activities, and providing suggestions on the adequacy of the Agency's scientific staff and facilities.

******

Dean George Hager participated in the 25th series of Lectures on Modern Pharmacy on 8 and 9 November in Monticello, Illinois. He presented a talk on "The Ferment in Pharmacy." The lectures are sponsored by the College of Pharmacy of the University of Illinois with the cooperation of three pharmaceutical associations of the state.

******

Dean George Hager attended a meeting of the General Research Support Scientific Advisory and Review Committee, National Institute of Health, in Washington, D. C.,

(Continued on page 28)

UNC Pharmacy School Notes

on 20 and 21 October. Dean Hager is Chairman of this Committee.

******

Dean Hager attended a meeting of the National Advisory Committee on Selection of Physicians, Dentist and Allied Specialists, Selective Service System, on 21 October in Washington.

******

The faculty and wives of the School of Pharmacy were entertained at the home of Mr. and Mrs. H. C. McAllister on the 27th of October.

******

Dean Hager addressed the 1967 Annual Convention of the N.A.R.D. in Houston, Texas, on the 1st of November. The title of his address was "Where is the Ferment in Pharmacy?"

******

Dr. Leon Sweet, Vice President for Research, and Dr. Larry Wheeler, Director of Product Development, of Parke Davis and Company were visitors of the School of Pharmacy on the 2nd of November. They conferred with faculty and students and had an informal seminar on aspects of pharmaceutical research in industry. They were entertained by Dr. and Mrs. C. J. Cavallito.

******

Dr. E. E. Campaigne, Professor of Chemistry at Indiana, spoke to the faculty and graduate students of the School on the 6th of November. The title of his seminar was "Some Biologically Active Benzo(b)-thiophenes." He was a house guest of Dean & Mrs. Hager. He was entertained by Dr. and Mrs. C. J. Cavallito.

******

Assistant Dean Leroy Werley spoke to the Women's Auxiliary of the N.C.Ph.A. in Chapel Hill on the 9th of November.

******

On the 10th of November a television program was taped for future presentation. Participating in the program were Dean Hager, Professors Cavallito, Eckel and Wier, and Jesse Pike, Jr., W. J. Smith and Charles Blanton.

******

Forrest T. Patterson, B.S. Pharmacy 1960, of Burlington, N. C., has joined the staff of the A.Ph.A. Legal Division as an attorney according to a recent announcement in the *A.Ph.A. Newsletter*. Mr Patterson served 4 years in the Medical Service Corps of the U.S. Army attaining the rank of First Lieutenant. He was a pharmacy specialist while in military service and practiced as a pharmacist in N. C., Texas and Virginia.

Kappa Epsilon News

Kappa Epsilon's 26th Biennial Convention met on the "Old Miss" Campus, Oxford, Mississippi, from August 29 to September 1. Lambda Chapter's delegates, Kay Johnson, Janet Deal and Stephanie Hunter, served on the Convention Extension Committee which investigated further expansion of the sorority.

Chapter officers for 1967-1968 are Stephanie Hunter, president; Pam McDaniel, vice president; Judy Baucom, secretary; Kay Johnson, treasurer; Marilyn Brooks, historian; Janet Eakins, chaplain; and Daryl Brinton, pledge mistress.

At the first meeting on September 29, K. E. decided to sponsor the following projects: designing school display window for National Pharmacy Week, maintenance of the lounge bulletin board and kitchen for the year, keeping the first aid station at the October 28 football game and entertaining the prepharmacy girls at the picnic to be given by Mrs. W. J. Smith.

Kappa Psi News

As part of a new annual project initiated by Kappa Psi last spring adds were sold for the *Beta Xi Newszette* which contains lists of active members and alumni, football and basketball schedules, events of 1966-1967 and various pictures. Money made on the *Newszette* will go into the building fund.

Three Kappa Psi brothers attended the 34th Kappa Psi Grand Council Convention at the Hotel Muelehbach in Kansas City, Missouri this August. Charles Rhoden and Mike Harper represented Beta Xi chapter and Fred Rachide was the delegate of Province III. During a panel on how the individual chapters handle their financial affairs, Charles Rhoden delivered a talk on Beta Xi's fiscal system. The three delegates had a tremendous time at the convention

and, above all, gained a great deal of enthusiasm and knowledge of the Fraternity.

Last fall a lot of work was put into the preparation of the house for the coming year. However, this year the fraternity has topped what it did in 1966. In addition to completing the painting of the house, the roof was repaired, the kitchen was renovated and a new sink installed, a new ceiling was installed in the second floor hall in addition to repainting of walls and woodwork and other individual rooms were repainted and renovated.

Ten new brothers were initiated during the third week of September. The new brothers are: David Gregory Brooks, Siler City, N. C.; James Bedford Bryant, Kinston, N. C.; Joseph Franklin Burton, Reidsville, N. C.; Samuel Franklin Hauser, Fayetteville, N. C.; Thomas Cox Owens, Whiteville, N. C.; Joseph William Pike, III, Concord, N. C.; William Gibbs Pittman, Jr., Lewiston, N. C.; Thomas George Taylor, Boone, N. C.; Ronald Earl White, Cove City, N. C.; and George Marshall Willets, III, Pine Level, N. C.

Fall Rush took place the last week in September. Pledged on September 28 were: Ronald Anderson, Elizabeth City, N. C.; Richard Bower, Jefferson, N. C.; Douglas Boyette, Kenly, N. C.; William Browning, Shelby, N. C.; Kay Carroll, Smithfield, N. C.; Larry Cline, Boone, N. C.; Charles deBruyne, Durham, N. C.; James Hayes, Fairmont, N. C.; Larry Hill, High Point, N. C.; Robert Loeb, Albemarle, N. C.; Steven Moore, Jamestown, N. C.; John Nance, Durham, N. C.; Richard Rains, Kenly, N. C.; Donald Royster, High Point, N. C.; Randall Teague, Taylorsville, N. C.; James Williams, Benson, N. C. This select group has a lot of potential and Kappa Psi expects a great deal from them in the future.

Kappa Psi's first combo party was on October 7, the evening after Carolina's game against Vanderbilt. There will also be combo parties after the October 21 Homecoming game against Maryland and the November 4 game vs. Clemson. The annual University of North Carolina School of Pharmacy Day will be October 28 when we play Wake Forest. Pharmacy Day will feature a barbecue before the game and a combo party that night. Kappa Psi also plans to have a couple of pre-rush parties for prepharmacy students and first-year pharmacy students.

Although, the Kappa Psi White tag football team lost to Pi Kappa Alpha 7-6, the Blue team won 13-11 over Delta Sigma Pi. Frank Burton, Fred Rachide, Benny Lamm, Harold Smith and Bill Harrison, members of the Blue horseshoe team, defeated Delta Sigma Pi by a score of 3-0. The White horseshoe team beat Pi Kappa Alpha by the same score. Members of this team include Tom Leonard, Mike Clinard, Jim Henson, Eick Rains and George Willets.

In recent elections in the 3/5 class, Joey Edwards was elected to the office of president for 1967-1968.

Although Kappa Psi has a big social schedule and participates 100% in intramurals, it continues to place high emphasis on scholarship. During a weekly chapter meeting held on October 5, Dr. Fred T. Semeniuk informed the fraternity that the active brothers of Kappa Psi has the second highest Quality Point Average of twenty-eight fraternities on the Carolina campus.

During informal rush, Kappa Psi added one more pledge to its promising Fall Pledge Class. The newest pledge is Everett Grayson from High Point.

The participation by the fraternity in intramurals this fall is very enthusiastic. Both horseshoe teams finished with identical records of 3-1. The blue tag football game finished the season with a 2-3 record while the white team compiled a 3-3 record. The Fraternity is now beginning volleyball and basketball.

During the Vanderbilt game, Kappa Psi was in charge of the First Aid Stations in Kenan Stadium. This is an annual project of the house.

A new activity has been initiated by our fall pledge class. On November 11, the pledges have challenged the brothers to the first Annual Brothers vs. Pledge Tag Football Game. After the game, everyone will decorate the bar for a "Hillbilly" theme part in which the losers of the game will treat the victors.

DOINGS

OF THE AUXILIARIES

- **Charlotte—Mrs. R. H. Spurrier**
- **High Point**
- **Winston-Salem—Mrs. Paul Kirkman**

Auxiliary's Fall Convocation Honors Mrs. Smith

Mrs. William G. Forrest, President of the Woman's Auxiliary, presided at the annual Fall Convocation at the Institute of Pharmacy, November 9th.

Following a coffee hour the program opened with a devotional by Mrs. Henry Ferrell, president of the Raleigh Woman's Drug Club. Mrs. Don Skakle, president of the Chapel Hill Auxiliary, welcomed the guests.

Sandy D. Griffin, Jr., president of the NCPhA was introduced by Mrs. Jack Watts of Burlington, Auxiliary Historian. Mr. Griffin told of Association activities and future plans.

Mrs. John Friday of Gastonia, Chairman of the Ways and Means Committee, used posters to dramatize special service projects.

Assistant Dean Lee R. Werley of the UNC School of Pharmacy, was introduced by Mrs. Don Chapman of Winston-Salem, First Vice-President of the Auxiliary. Dean Werley's subject was *Pharmacy As A Profession for Women.*

The previously announced Woman's Auxiliary Little Theatre Production by Mrs. George Markham and her cast, turned out to be a quiz program—*What Is Your Name?*—which was used as a means for a surprise party for Mrs. W. J. Smith who will be terminating her employment with the North Carolina Pharmaceutical Association when her replacement has been secured. Local auxiliaries presented gifts to Mrs. Smith as tokens of appreciation. Members of the State Auxiliary presented a jeweled pill box which held two large capsules, each containing a $50 bill. Mrs. James L. Creech, immediate past-president of the Auxiliary, presented a *Queen For A Day* spray of red roses—and Mrs. C. D. Blanton, Jr. used a jeweled hand bag for a special tribute.

At the conclusion of the program a buffet luncheon was served by members of the Chapel Hill Auxiliary.

The 1966-67 Ways and Means Committee, with Mrs. W. Grover Creech, chairman, held a sale of items remaining from the 1967 Pharmacy Originals Sale. Mrs. Creech was assisted by Mrs. James L. Creech and Mrs. Marshall Sasser.

Charlotte

The Charlotte Woman's Auxiliary held its November meeting at the YWCA. In the absence of Mrs. C. H. Smith who was ill, Mrs. H. L. Bizzell presided. Mrs. J. A. Monroe presented the devotional.

The guest speaker was the Reverend Lloyd Witherspoon, Chaplain at the University of North Carolina at Charlotte.

Luncheon was served following the program.

High Point

Mrs. R. T. Cottam spoke on Chrismons to members of the High Point Auxiliary at their November meeting, held at the home of Mrs. Ernest Anderson, Jr. Mrs. Cottam displayed several designs of Chrismon ornaments and explained that they are symbols which refer to Christ and have been passed down through the centuries of Christian history.

During the business session, conducted by Mrs. Hal J. Quinn, plans were made for the Christmas dinner meeting to be held at the home of Mrs. Hubert Coffee in Thomasville. Mrs. William G. Forrest of Gastonia, state Auxiliary president, will be a special guest.

Winston-Salem

The Apothecary Club of Winston-Salem gave thirteen youngsters who live in foster homes a taste of Halloween fun at a party held in October at the home of the president, Mrs. James A. Sitison, Jr.

Mrs. Sitison, dressed as a witch, greeted the children. The house was decorated throughout with witches, skeletons, ghosts, and bats. The children were provided with masks and hats. They bobbed for apples, listened to ghost stories, and played "pin the broom on the witch".

Price Differentials

(Continued from page 8)

macy in the context of our tradition and our long standing loyalties.

It would be presumptive speculation on my part if I undertook to relate how and why these wide variations in prices for identical drug products to the several channels distribution came into being. However, numerous reasons have been advanced such as: support of charity, patriotic duty, the economics of volume buying, differences in distribution costs, competition and others, including outright greed. Whatever the reason, these differences are now with us and it is the "is" of the situation with which we must deal.

Just how extensive are these price differentials? It would be extremely difficult and perhaps equally inaccurate to say that a price on a given brand of drug product was always X% lower to hospitals, Y% lower to government and Z% lower to other distribution channels. These differences are known to vary from time to time and from manufacturer to manufacturer. We do, however, have some specific instances of variation that have been documented.

In 1964 CIBA for example entered a bid to the State of North Carolina for Serpasil 0.25 mg., bottles of 1000 tablets at $1.00 each. The price to the pharmacist was $39.50. Presently a number of companies are supplying birth control pills to the State Board of Health at $0.68 per package of 20 tablets. The price to the pharmacist, as you know, is approximately $1.35 per unit of 20 tabs.

In hearings before Senator Nelson's committee several months ago the following differences in the price of 5 mg. tablets of prednisone in bottles of 1000 were identified:

Company	*Price to Pharmacist*	*Bid Price*	*Percentage Difference*
Upjohn	4.94	20.94	424%
Schering	8.20	170.00	2073%

In hearings earlier this year before the subcommittee of the House of Representatives, Select Committee on Small Business, better known as the Dingell Committee, numerous instances of similar price differentials were cited, many of which were equally as startling as those just mentioned. A careful study of the entire drug market price structure would without doubt reveal a situation that would amaze us. Time here does not permit us to go into detailed exploration of where, to whom and the extent these concessions are made. From the limited study that I have made of this subject, however, I am convinced that drug price differentials are greater and more widespread than most pharmacists realize. For some years this matter was a kind of behind-the-scenes "open secret." It was not until the politicians came across it and recognized its political value and the government got into the business of paying for health care that it finally came to the surface in the open.

One's first reaction to this matter is that the pharmaceutical manufacturers have been doubledealing or even dealing from the bottom of the deck. I don't believe that this is a valid accusation. Perhaps the manufacturers' viewpoint is best expressed by Mr. W. H. Conzen, President of Schering Corporation. In testifying before the Nelson Committee, Mr. Conzen said:

> "Govt. agencies purchase pharmaceutical products in large quantities on the basis of competitive bids. Such orders may be highly attractive and many companies are convinced that these orders should be sought even at prices which would be unprofitable if normal accounting practices were followed.
>
> "They do this in the belief that such business should be regarded as incremental business and that only additional cash out-of-pocket incremental costs directly traceable to the specific order should be considered. Incremental costs are the specific net additional cash costs of that order along—raw materials and variable labor costs. They do not include even such other manufacturing costs as those for labor supervision or for plant and equipment and its maintenance. No thought is given to any other costs of business operation—for research and development, for marketing, for administration, for taxes, and so on.
>
> "Even the low incremental cost is

(Continued on page 32)

Price Differentials

sometimes ignored on the theory that widespread use of a branded product in govt. hospitals has significant promotional value and that MDs who use products in govt. institutions or military practice will carry over their experience to private practice. Many companies, therefore, are willing to consider at least a moderate volume of govt. business in the same light as sampling and are prepared to seek it at any price.

"The effect of this practice is to establish a two-price system—a normal price for regular sales on the basis of which the business is built—and a lower price for incremental or "plus" volume. This is not unlike the system of printers who quote a base price for the first 1,000 copies of a job and a much lower price for a second thousand.

"Even though there are substantial economies in handling single large orders, as well as economies in sale to govt. agencies as opposed to whslrs. and retailers, any real accounting effort to determine the full cost of products sold to govt. agencies would show the cost to be higher than the prices which are typically quoted for govt. prednisone business, not only by others in the industry, but also by Schering.

"Schering could no more operate its whole business on the basis of prices quoted to govt. agencies, than could printers on the basis of prices for "extra" copies."

Because the business of selling to government has grown to such large proportions the pharmaceutical manufacturers, without doubt, now feel that they "have a bear by the tail," which is a most disturbing predicament in which to find one's self. Unhappily, the position of the community practicing pharmacist in this matter might turn out to be even more dangerous than that of the manufacturer—a sort of sacrificial lamb as it were and equally as innocent. How and why is this so? Let us look at some experiences.

Consistent with the traditional benefits of a close practitioner-patient relationship, the Veterans Administration set up the home town medical programs in our state in 1946 wherein local health practitioners, including pharmacists, provided care for eligible veterans. This program worked exceptionally well for sixteen years until 1962 when it was abruptly stopped by VA. Although the regional branch of VA informed our association that it was well pleased with the program in our state, orders had come down from above that no more payments could be made. The reason, it was learned, was that the government auditors could not approve the cost of drugs under the program when these same drugs could be purchased by VA at a fraction of the cost to pharmacists.

Last November I had a conference with the Director of the Division of Home Health Services of the State Board of Health—at his request. He was concerned about the way drugs were being handled at some of the local health departments. He was particularly concerned about contraceptive drugs. He was frank to state that he much preferred to have all drugs dispensed by the local pharmacist but he said, "you know we couldn't even pay your acquisition cost when the state can buy them for sixty-eight cents—this is tax money we are spending."

And again, North Carolina is a progressive state. Splendid plans are in the making to take proper care of our mentally disabled. A significant part of the Mental Health Program involves drug utilization. Of all tax supported health programs, the Mental Health Program is *the* one in which the pharmacist can play his role with greatest significance. For about two years or more, however, we have not been able to work out a mutually acceptable plan for the local pharmacist to dispense the drugs required in this program. The one single road block to success is the drug price differential for identical products to different channels of distribution.

For several years now we have operated a State Welfare Prescription Service. After getting the "bugs" out of it, the plan seems to be working smoothly and is providing an essential health service to the less fortunate citizen of our state. The one difficulty that this program is experiencing is its cost. Without question this cost will ex-

ceed the appropriation for it during this fiscal year. What will be the solution to this problem? Will the state feel that it must take advantage of its preferential buying position in which it can buy drugs for a fraction of the cost it is now paying in order to make the dollars go further? Will the Welfare Program take the same road as the VA Program? I have every confidence in our association to continue our present program at its present level if at all possible. But we should be aware that the matter of drug product price differentials create some serious hazards to the future of this program.

There are other less obvious programs in which special drug prices create problems such as the Heart Association Penicillin Program, the Planned Parenthood Association, etc. To date all of these have been limited in scope but these associations are now coming to be managed by professionals who naturally want to extend their programs. Voluntary association activities have now become a career occupation in our society and without doubt more will come and their services extended.

At the national level things are about the same as they are here at home—or even worse in some of the metropolitan areas. Just as in North Carolina, the VA program is gone in all of the other states. In some states, drugs under the Welfare Program are limited to those contained in a formulary where costs are limited to generic equivalents. It is stated that in those areas where the Office of Economic Opportunity has established health services the private practice of pharmacy has dried up. The OEO buys its drug products from the VA at VA preferred prices.

For a good many months hearings have been going on in Washington as a prelude to the extension of Social Security benefits to cover prescribed drugs. Here the matter of price differentials to various types of customers as well as that between brand name and so-called generic name drugs have been highlighted in much detail. It is recommended that all of you read the testimony before Senator Nelson's, Senator Long's and Representative Dingell's Committees. Although I have felt that I have kept myself pretty well informed on what goes on in the drug world, I have been amazed at the facts (as well as the misrepresentations) and the attitudes that have been identified through these hearings. I would be less than frank if I didn't tell you that I am considerably concerned about the future of the private practice of pharmacy unless something is done, and very soon, to adjust the inequities that presently exist. Dr. William Apple, Executive Director of the American Pharmaceutical Association illustrated the point very well when testifying before Senator Long's Committee recently when he said, "Even if the pharmacist for example was to give away all of his services and say we will fill every Veterans Administration prescription for free, the VA would say 'We can still save money by doing it ourselves through government pharmacies because we buy our inventory at a fraction of what you are paying for it.' So in essence, we have a terrible situation in our country today and the same thing is now happening under the OEO programs. The pharmacist can't compete because the OEO centers can buy their inventories through the VA."

In considering this whole matter one cannot avoid becoming perplexed about the future. As government extends its support of medical care more and more, as it is sure to do, then without doubt it will take advantage of the better prices for drugs that are available to it. The theoretical end point is that government will be about the sole customer of the pharmaceutical manufacturer and pharmacy will be a solely employee profession—employed by government. I am frankly at a loss to understand why the situation has been allowed to progress to its present state. The pharmaceutical manufacturers are responsible people.

Most certainly they are, or should be concerned with the welfare of the pharmacist. The problem of drug price differentials is one which they are solely responsible for, but the reluctance which they have demonstrated in dealing with this difficult and in my opinion unfair situation, causes one to wonder just what their real position is.

For several years now the pharmacist has found himself boxed in as a result of

(Continued on page 34)

Price Differentials

discriminatory distribution and price policies. This box gets smaller all of the time as our traditional practice must be modified to meet changing needs wherein practitioner-patient relationships are constantly diminishing in the interest of the mass extension of service. With one hand tied behind our backs and shakles on our legs, some are beginning to wonder what will happen to us. Indeed, this is a subject that should claim our united attention without delay. One thing is for certain, we cannot be passive in the hope that the present storm will pass and leave us unscathed. There must be a more united effort to determine the course of our own destiny.

I would not presume to be wise enough to say what we should do in the assurance that a given course will solve our problems. I do have one or two suggestions, however, to which I invite your attention and which, from a philosophical point of view, at least, seem to point to some relief.

1. *Compensation for Service*

Prior to the introduction of pre-prepared prescriptions products the pharmacists charges for prescriptions were on a sort of fee-for-service basis in which a product was incidental. Perhaps some of you remember the days when the pharmacist made a charge of 75 cents for a dozen capsules or a dollar and a quarter for two ounces of an ointment, irrespective of the ingredients. As ready made products came to be used more and more, a shift in the method of the pharmacist charge occurred and he began to use a percentage mark-up on product cost. By 1960 the mark-up system of charges was used almost exclusively. The percentages used by various pharmacists varied depending on overhead and other operational costs but in all cases this system had a pyramid effect on the prices that the public paid for prescription products. With some of the newer products that were introduced as a result of millions upon millions of dollars invested in research and development, the manufacturers' cost was necessarily higher than for those products that had been around for some time and which were replaced by the newer and more effective products. By the time the pharmacist added his percentage mark up (which some will say has been an excess that has been too slow in changing) the prices that patients paid were indeed high in comparison with those paid previously. When this price to consumer was compared to the price to government—and this is the comparison that was made in the VA program, the OEO and others, —when these enormous differences in costs were noted only one conclusion could be drawn and that was that something was wrong. While the public generally is still not fully informed on this matter, certain government committees and the newspapers are attracted by it because of the emotional overtones associated with all health matters which makes drug prices good political fodder and sensational news copy. I predict that in the months to come the public will learn more about drug price differentials. Whether this comes to pass or not is immaterial. Our public professional responsibility and our own self interests should cause us to re-examine the propriety of a mark-up system of prescription drug charges. You will hear more about this this afternoon. While I do not know what conclusions our speaker has reached on this subject, it seems to me that one way of "leveling off" prescription drug prices would be the adoption of a fee-for-service system (or professional fee if you prefer). By doing this we could eliminate the "pyramiding effect" and replace it with a "carrier effect," just as is done in the insurance industry—and by all other health professionals for that matter. With the utilization of the fee system, it would be immaterial to the pharmacist, as it should be, what the physician prescribed. Products would then be free to compete for utilization based on their effectiveness *and* cost. The pharmacist would be properly compensated for his service irrespective of the in-

ventory cost of the drug. Under the present mark-up system, those patients who require high cost drugs are carrying most of the freight for the more fortunate patients whose needs can be satisfied with low cost drugs. At the same time, the disparity in drug prices is de-emphasized since the critics select the upper spectrum for their debates. We have had a good experience with the fee-for-service system in our State Welfare Program. It is recommended that this system be considered for all prescription charges.

2. *Generics*

I am most reluctant to mention this subject but I'm afraid that I have no other choice. The term "generic drug" is a most unfortunate one and I regret that it found its way into our professional vocabulary and literature. Literally it has a meaning that is inappropriate for the use to which it has been put. "Generic" means a class, kind, order or sort. Obviously this is too indefinite to apply to drug products. When I speak of "generic drugs" here I refer to non-proprietary counterparts of proprietary drug preparation. In providing this definition I am aware that there are some who will say that there is no such thing—and I am inclined to agree but only to a point.

For a good many years a brand name was synonymous with product identity and certification. To some extent this is still true today but not nearly to the same degree as was formerly the case. Amendments to the Federal Food Drug and Cosmetic Act will continue to narrow this gap. Although the instances of pharmaceutical and chemical identity of drug products might be few, those cases of equivalent pharmacological response from the so-called generic drugs are sufficiently numerous as to make valid the point I shall present.

For the most part, generic drug products are available to all sources of distribution on a uniform price basis, although this is not true in all instances. In the main, however, the practicing pharmacist can purchase his inventory of these drugs on the same basis as the hospital, the VA or other government agencies, assuming of course, that he purchases them in the same quantities. The case of tetracycline is a good example. As reluctant as I am to say this, the use of generic drugs then seems to be the only door out from the box in which the pharmacist now finds himself in regard to his inventory purchase problems.

Let me hasten to say that I am not suggesting that the pharmacist substitute a generic drug product for a brand name ordered by the physician without his consent. This practice is illegal in 44 states, including North Carolina—and it could result in the loss of a license. Nor am I suggesting that the pharmacist use *just any* "generic" drug that he is able to buy—but only those that he would be willing to give to his own family.

I am suggesting that if the pharmaceutical manufacturers don't remove the bonds of price differentials which presently have the pharmacist tied in a tight knot, his only recourse will be to use his influence with the physicians, with whom he is usually on a close basis, to prescribe those drug products that are available to the pharmacist on a basis that will enable him to compete with the preferred buyers. Thus by combining the fee-for-service with the use of generic drugs the independent pharmacist might have an even chance of survival. Certainly he does not have this now.

I am sure that what I have just said is just as disagreeable for you to hear as it is for me to say it. The pharmaceutical industry has always been the friend of the practicing pharmacist. It has contributed more to pharmaceutical education, research, association support, etc. than you will doubtless ever know. It is difficult to understand why our friends of such long standing are so obstinate in maintaining practices which they must see will surely destroy us in the end and do much damage to themselves if not changed.

CLASSIFIED ADVERTISING

This space available at 10¢ per word; minimum of $3.00. Box numbers assigned and replies forwarded to advertiser upon request. Mail copy and payment to **Carolina Journal of Pharmacy,** Box 151, Chapel Hill, North Carolina.

FOR SALE—Trademarked foot preparation. Painless and stainless fungicide and keratolytic solution. FDA approval and numerous testimonials by users and physicians. Three-color display carton plates included and label printing plates. Business Brokers of the South, 1018 Brookstown Avenue, Winston-Salem, N. C. 27101. Phone 723-4710.

FOR SALE—Trademarked products and patent medicine businesses. Laxatives, dermmatologicals, mail order operation, veterinary products company. Prices $3500 to $450,000. Ideal for operation by a pharmacist. Business brokers of the South, 1018 Brookstown Avenue, Winston-Salem, N. C. 27101. Phone 723-4710.

PHARMACIST—Available for fall and winter relief work. A. Paul Carswell, 1101 Englewood Avenue, Durham, North Carolina. Tel. (919) 286-1192.

PHARMACIST NEEDED—Above average salary. 45 hour work week. No Sunday work. Paid 2 week vacation. Hospitalization. 5 paid holidays. No night work. All replies confidential. Write or call: Johnnie L. Rummage, Drug Centre, Inc., 121 North First Street, Albemarle, N. C. 28001. Phone 982-9159.

For Sale—Drug store in Eastern Coastal Carolina. Excellent potential. Prescriptions more than half gross sales. Established 1954. Write to "LMC-12" for details

For Sale—One complete unit of modern drug store fixtures including prescription department, restaurant equipment with seating capacity for 50 persons, floor gondolas, cosmetic fixtures, tobacco department and numerous other items. Available after December 31, 1967. Call Wendell B. Tyson, 1421 Western Avenue, Rocky Mount, N. C. Tel. 446-8595.

(Continued from page 17)

The question is asked regarding the role of the present pharmacy practitioner in the changeover. The answer lies in continuing education with the goals of patient orientation and service. The pharmacist in the local situation is fully capable of extending his services *now* to professional levels needed by the people.

School of Pharmacy, University of North Carolina Receives Grant of $82,467 from NIH

A grant of $82,467 for a three-year period from the General Medical Sciences of the National Institutes of Health has been made to Dr. Claude Piantadosi, Professor of Medicinal Chemistry, School of Pharmacy, and Associate Professor of Biochemistry, School of Medicine, for a continuation of studies on glyceryl-O-and-S-ether derivatives. These studies will be conducted in collaboration with Drs. Fred Snyder, Adjunct Professor in Medicinal Chemistry, UNC School of Pharmacy, and Research Scientist at ORINS, and Randall D. Wood, also Research Scientist at ORINS. Both Drs. Snyder and Wood are co-investigators on this project. These studies will examine in depth the physical, chemical and metabolic properties of these interesting compounds by means of radioactive derivatives (^{14}C, ^{3}H and ^{18}O). Further studies will also involve the catabolism and anabolism in neoplastic cells in regard to cell proliferation.

It Happened This Way

Stan Tate (Community Drug Store, Lexington), president of the Central Carolina Civitan Club, pictured in a recent edition of The Lexington Dispatch, was shown cutting a cake in observance of the club's 10th birthday.

The cake-cutting was left handed since Stan's right arm was in a sling.

His partner, Seth Miller, says it happened this way: Stan was swatting flies on the ceiling of the stockroom while perched on top of a check-in table. He stepped on a Blue Book, lost his balance, fell off, and chipped his shoulder.

Merry Christmas

. . . May there be gladness in your heart, family and warm friends around you, gifts and good things to enjoy. That's our Christmas wish for you.

May the New Year prove to be most fruitful, rich in good health and happiness and in the fulfillment of your highest hopes.

Happy New Year

OWENS, MINOR & BODEKER, INC

RICHMOND, VIRGINIA • NORFOLK, VIRGINIA • WILSON, N. CAROLINA

TO OUR CUSTOMERS

AS THE LIGHTS OF CHRISTMAS GLOW AGAIN . . .

Our thoughts turn pleasantly to you, our valued friends, whose loyalty, good will and courtesy we treasure.

We deeply cherish your friendship, and wish you an abundance of Yuletide Cheer and a New Year of Health, Happiness and Success. . . .

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

AND ITS ASSOCIATES

O'HANLON-WATSON DRUG COMPANY
WINSTON-SALEM, N. C.

BELLAMY DRUG COMPANY
WILMINGTON, N. C.

KING DRUG COMPANY
FLORENCE, S. C.

PEABODY DRUG COMPANY
DURHAM, N. C.